

The **NATIONAL UNDERWRITER**

Another Man's Viewpoint

YOU have a business—a bank, an office, a factory, a store. You see it one way. Your interest is in management, in operating efficiency, in profit. That's your viewpoint.

So from the lawyer you get the legal viewpoint. From an able insurance agent you get the insurance viewpoint—the human hazard, the fire risk, the accident possibilities, danger from burglary or forgery.

The agent sees risks you'd never think of—and insurance economies you'd never guess. When a claim occurs he is your expert representative.

Insurance that minimizes the agent's function may lessen your protection, your service. Insurance is dollar protection. There are no cut-rate dollars for sale.

Why not let an experienced agent take a look at your business from an insurance point of view? Like a check-up by your family doctor, it can do no harm—may save your business life.

NATIONAL SURETY CORPORATION

VINCENT CULLEN, President

This is one of a series of advertisements appearing in national publications in the business and financial fields.

These viewpoints have tested sales and competitive power because they are founded on fact.

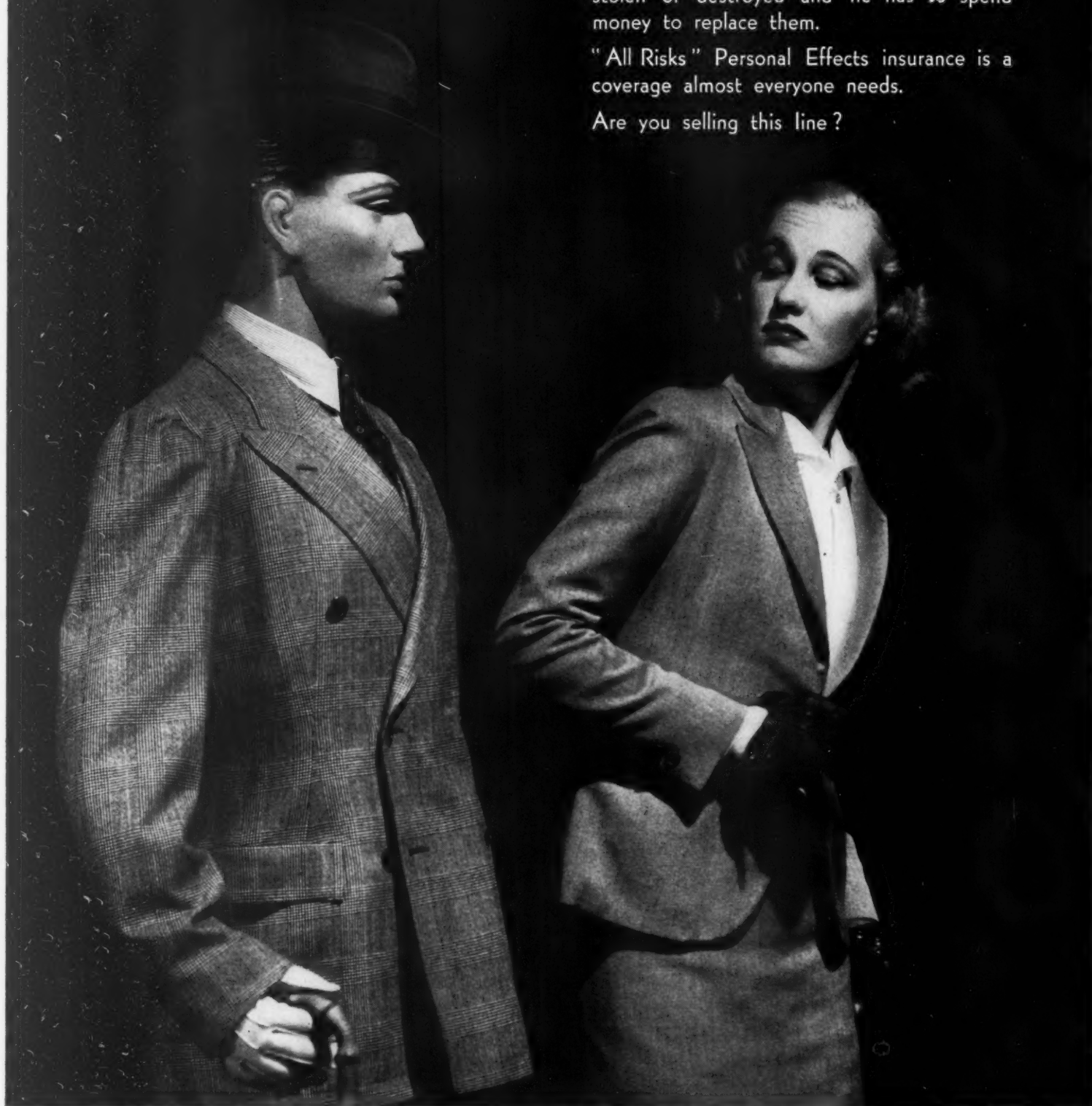
Use them!

Clothes don't make the man —

but they make a man mad when they are lost, stolen or destroyed and he has to spend money to replace them.

"All Risks" Personal Effects insurance is a coverage almost everyone needs.

Are you selling this line?



America Fore Insurance

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY
FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane,



and Indemnity Group

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE
THE FIDELITY AND CASUALTY COMPANY

BERNARD M. CULVER, President
FRANK A. CHRISTENSEN, Vice-President

New York, N.Y.

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL

Security for American Property Owners Since 1841



Security plus A STEADY COURSE

The founders of the SECURITY INSURANCE COMPANY of NEW HAVEN who laid the keel, launched, and set the course for this New England organization, and those who have piloted the Company to its present position, have always followed a "Conservative-Progressive" policy.

The conservatism is a New England heritage and the progressiveness comes from the desire to build a lasting American Stock Fire Insurance Company — one affording ample protection to its policyholders and capable of serving the needs of its agents.

Do Business with a Strong American Stock Company operating through Responsible Agents.

HOME OFFICE
NEW HAVEN, CONNECTICUT

1841

Security
Insurance Company
OF NEW HAVEN, CONNECTICUT

WESTERN DEPT.
ROCKFORD, ILLINOIS

The East and West
Insurance Company
OF NEW HAVEN, CONNECTICUT

PACIFIC DEPT.
SAN FRANCISCO, CALIF.

The Connecticut
Indemnity Company
NEW HAVEN, CONNECTICUT

PUBLIC ENEMY No 7

Burglary

COMMON ENEMIES TO GUARD AGAINST	
1 FIRE	9 LIGHTNING
2 MOTOR ACCIDENT	10 MARINE DISASTER
3 WINDSTORM	11 RAILROAD WRECK
4 PERSONAL ACCIDENT	12 FALLING AIRCRAFT
5 SICKNESS	13 EXPLOSION
6 DAMAGE CLAIMS	14 RIOT or CIVIL COMOTION
7 BURGLARY	15 EARTHQUAKE
8 ROBBERY	16 FORGERY
	17 DISHONESTY

AT YOUR SERVICE!

• Burglars are crafty. Your silver service is always in jeopardy. Insurance cannot prevent theft, but it will remove the constant dread of loss that so often impairs the fullest enjoyment of your possessions. • • •

LOYALTY GROUP

Firemen's Insurance Company of Newark, New Jersey—ORGANIZED 1855

The Girard Fire & Marine Insurance Co.	ORGANIZED 1853	Milwaukee Mechanics' Insurance Company	ORGANIZED 1852
The Mechanics Insurance Co. of Philadelphia	" 1854	National-Ben Franklin Fire Insurance Co.	" 1866
Superior Fire Insurance Company	" 1871	The Concordia Fire Insurance Co. of Milwaukee	" 1870
The Metropolitan Casualty Insurance Co. of N.Y.	" 1874	Commercial Casualty Insurance Company	" 1909

WESTERN DEPARTMENT
844 Rush Street, Chicago, Illinois
CANADIAN DEPARTMENT
461 Bay Street, Toronto, Canada

HOME OFFICE
and
EASTERN DEPARTMENT
10 Park Place
Newark, New Jersey

PACIFIC DEPARTMENT
220 Bush Street, San Francisco, Cal.
SOUTHWESTERN DEPT.
912 Commerce Street, Dallas, Texas

FIRE

MARINE

CASUALTY

SURETY

Sit-Down Strikes Are Now Covered In Riot Policies

Factory Insurance Association Broadens Form with No Extra Premium

HARTFORD.—Damage resulting from sit-down strikes is now being covered by the riot and civil commotion policies issued by the Factory Insurance Association. Riot and civil commotion is written in the form of an endorsement to the fire policies issued, and the wording of this endorsement has now been changed to definitely include damage done, except in the case of theft, burglary, or larceny, by striking employees. Coverage is allowed either the owner or the tenant of the building upon which the original contract has been written.

As before, the policy does not cover loss from "deterioration, depreciation, change in atmospheric conditions, interruption of operations, loss of market or any other indirect or consequential loss, whether or not such loss or damage due to such contingencies is covered by this policy as to other perils." It is also stipulated that no liability is assumed for damage caused by the operation of, or failure to operate of switches, valves, or other control equipment.

Premium the Same

The premium for this endorsement remains the same, 1 cent per \$100 at risk per annum under normal conditions.

The supplemental contract for extended coverage which has until now been attached to the fire insurance policy but has been a separate contract, will hereafter be a part of this contract, in the form of an endorsement, form No. 3. The policy has not been radically changed, although the wording does differ somewhat, except for the special clauses applicable to loss or damage caused by explosion and by aircraft and vehicles. The new endorsement reads:

"The company shall be liable under this endorsement for loss or damage to the property and interest(s) covered hereunder caused by explosion, except for any loss or damage (whether or not caused by fire) occasioned by or incident to the explosion, collapse, rupture, or bursting of—(1) steam boilers and other pressure containers, and pipes and apparatus connected therewith, caused by internal pressure; (2) moving or rotating parts of machinery. Electrical arcing itself is not an explosion within the intent or meaning of this endorsement. Under the terms of this clause liability is specifically assumed for loss or damage resulting from explosion within the furnace of a boiler or within the flues or passages which conduct the gases of combustion therefrom."

The clause on special conditions applicable to loss or damage caused by aircraft and "vehicles" reads as follows: "Loss or damage by 'aircraft' includes

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Rate Loadings Reduced on Personal Property Form

Inland Marine Underwriters Association Action Mainly Applicable in Higher Brackets

Loadings in the rates for the personal property floater have been reduced in many states by the Inland Marine Underwriters Association of New York, resulting in premium savings in many territories. Minimum premium remains as before. This action has little effect generally on the smaller contracts of \$5,000 or less, but in some territories means a substantial saving even in that bracket.

Territorial designations also have been revised, and in a number of states where two classifications formerly were employed these have been consolidated, usually at a lower rate of loading.

It is permissible to cancel and rewrite existing policies or to grant pro rata return premium on existing policies as of April 1, the effective date of the change, to expiration.

Changes Are Shown

Comparison of the new and old tables of loading shows in most instances the reductions apply only over \$10,000, and in few cases is any reduction made for excess of \$50,000. Apparently Florida is given the greatest reduction. In Broward, Dade, Palm Beach, Duval, Hillsborough and Pinella counties the reduction in loading on \$10,000 to \$20,000 is 5 cents; on \$20,000 to \$30,000, 5 cents; on \$30,000 to \$50,000, 5 cents. In the balance of the state the reductions are 30 cents for the first \$5,000, 22½ cents second \$5,000, 12½ cents second \$10,000, and 8¾ cents \$20,000 to \$30,000; 8¾ cents \$30,000-\$50,000, 2½ cents over \$50,000.

No Change in Cook County, Ill.

Cook county, Ill., was granted no change in loading, but there is a slight change for the balance of the state, the reduction in loading amounting to \$5 on a \$20,000 policy, \$10 on a \$30,000 policy and \$20 on \$50,000. In Lake and Marion counties, Indiana, there is a 5 cent saving on the second \$5,000, second \$10,000, third \$10,000 and next \$20,000; balance of state—5 cents saving on second \$10,000, 5 cents on \$20,000-\$30,000, and 5 cents on \$30,000-\$50,000. In Iowa the reduction amounts to \$20 saving on a \$50,000 policy, there being 5 cents reduction each on the second \$10,000, third \$10,000 and on \$30,000-\$50,000.

Flat Rate Set Up

In Minnesota a flat rate for the whole state has been set up, where formerly Hennepin and Ramsey counties carried one set of loadings and the balance of the state another set. The flat rate now is about the same as it was for the balance of the state formerly. A flat rate also has been set up in Arkansas, there being a reduction from both the old rate schedules.

Missouri also had two separations, but a flat rate has been promulgated which is about that formerly in force for the balance of the state outside of Jackson and St. Louis counties. The scale shows

Fire Waste Council to Meet in Washington, D. C.

Plans Are Made for the Conference to Be Held in Washington, D. C.

WASHINGTON, D. C.—The National Fire Waste Council, associated with the United States Chamber of Commerce, has called a meeting for April 1 at the National Chamber building in this city. The conference will start at 10 o'clock in the morning. D. C. Smith, America Fore, Chicago, chairman of the agricultural committee, will report for his group. P. W. Terry of St. Louis, manager Missouri Inspection Bureau, is chairman of the chamber of commerce cooperating committee; R. E. Vernor of Chicago, manager fire prevention department of the Western Actuarial Bureau, of the contest committee; G. W. Booth, chief engineer National Board, New York City, contest grading committee; Paxton Mendelsohn, Detroit, of the fire casualty statistics committee; Clarence Goldsmith, Chicago, associate general engineer National Board, of the fire service extension committee; Eugene Arms, manager of Mutual Fire Prevention Bureau at Chicago, of the information and publications committee; F. H. Wentworth of Boston, secretary National Fire Protection Association, of the membership committee and T. Alfred Fleming, head of the conservation department of the National Board, of the speakers committee. All will report for their committees.

Other Program Features

Other subjects on the program are: "How a Trade Association May Help in Fire Prevention," by D. V. Stroop, American Petroleum Institute; "A District Chairman Looks at the Contest," by A. E. Bulau, Columbus, O., Home of New York, district chairman of the contest committee for Ohio; "Approved by the Underwriters," a sound motion picture film. Several of the committees will meet in Washington March 31.

Adjusters' Annual Meeting

The National Association of Independent Insurance Adjusters, which will hold its annual meeting at Indianapolis, May 5-7, has chosen the Severin Hotel for its headquarters. L. A. Gouldman of Little Rock, president, was in New York attending the meeting of claim men and adjusters called to form an organization to combat the attempt made by bar associations to compel adjusters to be attorneys. The officials are now working on the program for the Indianapolis meeting.

a saving for assured in Jackson and St. Louis counties in the first \$5,000 as well as other brackets. In California the loadings were dropped 5 cents per \$100 on all brackets from \$10,000 to \$50,000. In Minnesota, Douglas county, Neb., and certain sections of Ohio, the reduction in loadings also benefits the small buyers. In South Dakota the reductions apply above \$10,000 and in King county, Wash., there is 5 cents per \$100 reduction in all brackets.

Agents' Mid-Year Meeting Expected to Draw a Crowd

Advance Registrations Indicate Big Turnout at Hot Springs, Ark., Early in May

NEW YORK—A record crowd will attend the mid-year meeting of the National Association of Insurance Agents, the first week of May in the Arlington Hotel, Hot Springs, Ark., if advance reservations are an indication. The hotel management, cooperating with the National association, has restricted the number of room reservations for company groups to accommodate members who expect to attend. The deadline is April 15, after which time it will be first come, first served.

Plans are just about complete. Sessions will be devoted to informal discussions. Committee chairmen will not present written reports, but will discuss subjects which they feel should be brought before the membership.

Revision Proposal

J. K. Boyce, Amarillo, Tex., chairman constitutional revision committee, will report in line with a motion adopted at the Dallas convention last fall, but formal action on his report probably will not be taken until the annual meeting.

The executive committee will meet Saturday and Sunday, April 30-May 1, and Monday, will hold a joint session with state association presidents. The Arkansas Association of Insurance Agents will hold its meeting Monday afternoon, preceded by an Arkansas homecoming luncheon.

Monday afternoon, there will be meetings of the executive secretaries and managers of state associations and local boards. Tuesday morning, May 2, there will be a breakfast conference of the rural agents committee, presided over by R. W. Forshay, Anita, Iowa, chairman. At 9:30 a. m. that day territorial conferences will be held under direction of the following chairmen:

Territorial Chairmen

Eastern territory, E. J. Cole, Fall River, Mass., past president National association; southern, McAlister Carson, Charlotte, N. C., chairman, Southern Agents Conference; mid-west, G. W. Carter, Detroit; Pacific Coast, G. C. Appleton, Fresno, Cal.

A joint buffet luncheon will be tendered state association officers and National councillors the same day, and in the afternoon there will be a joint meeting presided over by W. H. Menn, Los Angeles, chairman executive committee. Among topics for discussion are membership, new allocation plan for state associations, rural agents committee, regional associations and mid-year meetings for state associations, support of officers and responsibility of members

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Minnesota Agents Aims Are Outlined at Meeting

Better Qualification Law Is Main Point in Program—Prepared by State Association

MINNEAPOLIS—A more stringent agents qualification law, properly sold and serviced insurance, and acquainting the general public with the work insurance companies are doing were stressed as major objectives of insurance agents in Minnesota at an evening session of the mid-year meeting of the Minnesota Association of Insurance Agents.

These points were brought out at a round table dinner conference conducted by representatives of regional associations. Leading the discussion were Harry Levant, Eveleth; Ralph Johnson, Virginia; Howard Williams, Mankato, and William Knudsen, Hibbing.

Staff Men Talk

R. M. Thompson, secretary state association, cited the new Minnesota barber law which determines the qualifications of a barber and sets the price he may charge for his services. "Is not an insurance agent as important a man as the barber?" he asked.

P. H. Ware, executive secretary state association, sounded out sentiment for conducting a short course for agents at the University of Minnesota the coming summer. The suggestion was well received.

Production Minded

The Minnesota agents are intensely production-minded. Ways and means of getting more business on their books is a dominating consideration, it was demonstrated at the opening session. More than 200 agents and field men attended.

A sales clinic was conducted by W. A. Williams, vice-president Fred L. Gray Co., Minneapolis. He put on a sales demonstration with the aid of two assistants.

Mr. Williams listed five motivating forces that figure in the purchase of insurance: pride, caution, weakness, utility and gain of money. The competent salesman finds out which one of these forces is most apt to motivate his client and then works along that line.

Discuss Automobile Rates

Fireworks that were expected to develop over the automobile rate issue failed to develop. Norman Paul, Minneapolis office Travelers, gave a blackboard explanation of how automobile rates are made but did not allow himself to be drawn into a controversy over the safe driver reward plan of the National Bureau of Casualty & Surety Underwriters which has been rejected in Minnesota. He said, however, that his information was that in some states where it has been adopted, agents have enthusiastically adopted the plan. "The plan undoubtedly has enabled agents to get both renewals and to develop new business," he said.

He mentioned particularly North Dakota where he said "the agents have literally gone crazy over it."

So far as Minnesota is concerned, Mr. Paul said, the National Bureau has made no new move but expects some action within a month or two.

Palmer Benson, claims attorney St. Paul-Mercury Indemnity, aroused interest with a question and answer feature on automobile claims. He paid much attention to comprehensive coverage and expressed opinion the rate on this would increase eventually.

Rural agents of Minnesota are going after farm business aggressively from now on, they indicated at a breakfast conference in connection with the mid-year meeting. This business is now beginning to show up on the right side

(CONTINUED ON PAGE 17)

Reinsurance Transactions of Big Companies Shown

NEW YORK—Reinsurance in force for 25 of the larger fire companies are shown in the tabulation below, the figures being obtained from the reinsurance schedules of companies reporting to the New York department. For each of the 25 companies reinsurances in force of \$25,000 or more are shown, companies doing only a reinsurance business in this country being shown in capital letters. Figures indicate thousands of dollars, except for totals, which are shown in full for reinsurances with authorized reinsurers and with those not licensed here.

Aetna Fire—Am. Res., 49; Auto., 43; Boston, 33; Coml. Un. of Eng., 32; Cont., 34; Fire Fund, 78; Gr. Am., 47; Hfd., 79; Home, 63; N. A., 79; Natl., 56; N. B. & M., 43; Nor. Un., 25; Phnx. of Hfd., 44; PILOT, 116; Pied., 37; Royal, 50; St. Paul, 27; Sec. of Conn., 111; Spfld., 53; World, 335; London Lloyds, 275. Total in auth. reins., \$2,074,145; total in unauth., \$299,346.

American—Aetna, 26; Am. Eagle, 41; Columbia (Dayton), 984; Cont., 81; Dixie, 539; Fid.-Phnx., 76; Fire Assn., 367; Firemen's, 411; Glens Falls, 90; Hanover, 83; Home, 404; N. A., 373; INTL., 54; Natl., 357; Reliable (Dayton), 37; Roch. Am., 58; Royal, 38; SWISS RE., 460; Westches., 27; York, 28; Am. Re. Ex., 393; Re. Cl. Hse., 1,266; "Foreign Companies," 184. Total in auth. reins., \$6,775,415; total in unauth., \$208,616.

Automobile—Aetna, 61; AM. RES., 46; Boston, 28; Cont., 558; Federal, 50; Fid.-Phnx., 493; Hfd., 276; Home, 39; N. A., 53; NO. STAR, 45; Royal, 25; Standard of Hfd., 1,133; London Underwriters, 88. Total in auth. reins., \$3,266,698; total in unauth., \$91,316.

Continental—Aetna, 65; Agric., 39; Am., 41; Am. Eagle, 32; Atlas, 25; Auto., 42; Boston, 25; Camden, 25; Coml. Un. of Eng., 51; Fid.-Phnx., 722; Fire Fund, 61; First Am., 130; GENL. OF FR., 25; Glens Falls, 122; Gr. Am., 42; Hanover, 26; Hfd., 104; Home, 102; N. A., 88; L. & L. & G., 32; Natl., 64; Natl. Lib., 44; Niag., 228; N. B. & M., 49; No. River, 28; Phnx. of Hfd., 30; Royal, 109; St. Paul, 29; Spfld., 45; Sun, 25; Trav., 56; Re. Cl. Hse., 326. Total in auth. reins., \$3,641,642; total in unauth., \$18,752.

Fidelity-Phenix—Aetna, 35; Am., 39; Coml. Un. of Eng., 32; Cont., 222; Fire Fund, 25; Glens Falls, 70; Gr. Am., 65;

Hfd., 45; Home, 82; N. A., 41; Natl., 42; Niag., 144; N. B. & M., 25; No. Riv., 33; Royal, 93; Spfld., 25; Re. Cl. Hse., 388. Total in auth. reins., \$2,175,270; total in unauth., \$15,150.

Fire Association—Am., 69; Empire State, 124; N. A., 87; Lumbermen's, 2,604; New Hamp., 29; No. Riv., 89; Phila. F. & M., 88; Phila. Natl., 1,093; Reliance, 1,822; Royal, 29; Royal Ex., 153; Sec. of Conn., 32; Tokio, 55; U. S. Fire, 97; Westches., 40. Total in auth. reins., \$6,955,871.

Fireman's Fund—Aetna, 78; Agric., 59; Atlas, 33; Cont., 32; Employers, 25; Fid.-Phnx., 86; Gr. Am., 32; Hfd., 47; Home, 27; Home F. & M., 103; N. A., 150; New Hamp., 27; N. B. & M., 33; Occidental, 43; Prov. Wash., 50; PRUDENTIAL, 319; Queen, 37; ROSSIA, 422; Royal, 53; Spfld., 33; SWISS RE., 318; Un. of Canton, 87; Westches., 29; Re. Cl. Hse., 825; London Lloyds, 437. Total in auth. reins., \$3,791,648; total in unauth., \$439,210.

Firemen's—Am., 45; Concordia, 2,595; Cont., 49; Fid.-Phnx., 47; Girard, 2,583; Glens Falls, 46; Hanover, 25; Milwaukee Mech., 7,210; Nat.-Ben Fr., 2,730; ROSSIA, 282; Superior, 2,545; SWISS RE., 1,970; Oil Ins. Assn., 26; West. Sp. Risk, 169. Total in auth. reins., \$20,547,135.

Glens Falls—Agric., 117; Am., 111; Am. Eagle, 71; Commerce, 231; Cont., 136; Farmers of York, 53; Fid.-Phnx., 127; Firemen's N. J., 106; Granite State, 30; Hanover, 61; So. Carol., 86; Am. Re. Ex., 273; Re. Cl. Hse., 818; "Foreign Companies," 219. Total in auth. reins., \$2,683,628; total in unauth., \$233,709.

Grant American—Aetna, 78; Am., 134; Am. All., 3,711; Birmingham, 41; Century, 89; Coml. Un. of Eng., 33; Cont., 46; County, 847; Det. F. & M., 1,589; Fid.-Phnx., 40; Fire Fund, 61; Glens Falls, 25; Hanover, 42; Hfd., 90; Home, 76; N. A., 72; Mass. F. & M., 847; Natl., 34; Natl. Un., 36; N. Y. Und., 34; N. B. & M., 48; Northern Assur., 34; Phnx. of Hfd., 381; Prov. Wash., 25; Roch. Am., 1,589; Royal, 96; St. Paul, 26; Spfld., 32; U. S. Fire, 25; Mortgage Commission of N. Y., 47; Am. Re. Ex., 750; C. T. Bowring, London, 25; London Lloyds, 57. Total in auth. reins., \$12,003,317; total in unauth., \$91,851.

Hartford—Aetna, 156; Agric., 52; Am., 60; Am. Cent., 43; Am. Eagle, 104; Atlas, 35; Auto., 40; Citizens, 692; Columbia (Dayton), 32; Coml. Un. of Eng., 167; Cont., 165; Eagle Star, 62; Federal, 36; Fid.-Phnx., 56; Fire Assn., 26; Fire Fund, 113; GENL. OF FR., 25; Gibraltar, 81; Gr.

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Interest Is Manifested in Home of New York Move

New Public Relations Department Will Keep in Touch with Trends—Dunshee Is Employed

Kenneth H. Dunshee has resigned as advertising manager of Globe Indemnity to accept a position in the new department of public relations that has been created in the Home. This work is to be under the personal supervision of President Harold V. Smith and Mr. Dunshee will handle special assignments.

Mr. Dunshee had several years experience in underwriting and in brokerage work with the Liverpool & London & Globe and Firemen's. Then he became assistant of the publicity department of the Royal-Liverpool organization and subsequently became advertising manager of the Globe. He has also in the Globe served as superintendent of the brokerage and foreign brokerage department.

Mr. Dunshee has as well served as advertising counsel for several commercial enterprises and has written on various institutional and historical subjects.

Appreciating the desirability of maintaining close and friendly contact with the public, Mr. Smith conceived the idea of forming a public relations department.

Mr. Dunshee will be expected to keep well informed as to general trends in the business world, to apprehend their relation to insurance, and in conference with President Smith to devise enlightened procedures.

The opportunities afforded not alone to company organizations but to individual institutions for bringing to the public the story of insurance were never so pronounced as they are today, Mr. Smith believes.

Lundquist Is Life Manager for Fred S. James & Co.

Clay F. Lundquist, assistant manager of the Travelers branch office in Chicago, in charge of new agents and training, has been appointed manager of the life department of Fred S. James & Co., following resignation of Samuel Leland, Jr., to become general agent of the Union Mutual Life there.

Raymond Y. Sanders, formerly vice-president Rockwood company, Chicago, who went with James & Co. last December, will have general supervision of the life department with Mr. Lundquist.

Get the Hanover Fire

NEW YORK—Montgomery Clark, president of the Hanover Fire, announces the appointment of Jones & Whitlock as country-wide general agents for the writing of inland marine business.

Plans for the Centennial

CINCINNATI—Extensive plans are being laid by the Cincinnati Fire Underwriters Association for the observance of its 100th anniversary April 18. Mayor Stewart of Cincinnati will issue a proclamation declaring the anniversary a civic event. The association will have displays in prominent buildings in connection with the event featuring historic fires in the city's history. Advertising stickers have been prepared for use on the stationery of board members.

Frank B. Curry, vice-president and secretary of Curry & Shepard Agency, Cincinnati, recently broadcast over a national hook-up in honor of the late O. O. McIntyre, New York columnist. Mr. Curry was a boyhood friend of Mr. McIntyre in Gallipolis, O., where they spent their childhood. Mr. Curry went to Gallipolis for the funeral with other prominent Cincinnatians.

THE WEEK IN INSURANCE

Damage from sit-down strikes now covered by riot and civil commotion policies issued by Factory Insurance Association. **Page 3**

Big turnout expected at Hot Springs, Ark., midyear meeting of National Association of Insurance Agents. **Page 3**

Rate loadings reduced on personal property floater form by Inland Marine Underwriters Association in all states in which it is sold. **Page 3**

National Fire Waste Council will hold its next meeting April 1 in the U. S. Chamber of Commerce building in Washington, D. C. **Page 3**

Call to go to work against forces threatening stock insurance, capitalistic system, American agency systems, made by C. F. Liscomb, National agents' president, in Minneapolis talk. **Page 5**

Inland marine loss adjusting requires extreme care, Elliott of Fire Companies Adjustment Bureau tells Hartford Insurance Institute. **Page 5**

Changes and promotions made by National of Hartford on Pacific Coast. **Page 5**

Some speakers announced for the annual meeting of the American Association of Insurance General Agents. **Page 17**

Reinsurance transactions of 25 fire companies are reported. **Page 4**

New and higher taxicab insurance rates have been promulgated in Illinois. **Page 20**

More stringent qualification law feature of Minnesota Association of Insurance Agents program for year, it is explained at Minneapolis mid-year meeting. **Page 4**

Interest is manifested in the establishment of a public relations department by the Home of New York group. **Page 4**

Insurance Company of North America issues historical map of its home city, Philadelphia. **Page 5**

D. F. Broderick and associates purchase the Service Fire of Brooklyn and plan to increase its capital structure and extend its field of operations. **Page 10**

The Argus Casualty Chart published by The National Underwriter is being distributed this week. **Page 19**

J. R. Plummer, vice-president Commercial Standard of Fort Worth, becomes president and A. Morgan Duke is chairman. **Page 30**

Ralph W. Bugli, advertising manager London Assurance, speaks before Pittsburgh Insurance School on salesmanship. **Page 41**

Neal Bassett expounds theory that opportunity for experimentation in casualty field should not be removed by standardization. **Page 12**

Casualty and surety experience for 1937 for stock and mutual companies by general classes. **Page 18**

Handling Claims in Inland Marine Line Requires Care

Elliott of Fire Companies Adjustment Bureau Addresses Hartford Institute

HARTFORD, CONN.—Inland marine loss adjusting requires great technical skill, W. F. Elliott, Fire Companies Adjustment Bureau, declared in a lecture in the inland marine course of the Hartford Insurance Institute. He spoke in place of his colleague, W. B. Moore, who originally was scheduled.

Mr. Elliott explained inland marine claims are of many types and create their own special problems. Few rules can be laid down in advance of occurrence of loss. Careful checking and attention to policy and form provisions and stipulations is essential. The size and amount of losses cannot be predicted as can generally the volume of fire losses.

Tells of Transit Claims

He discussed claims on goods in transit. All claims where liability assumed is for an interest other than sole owner require carefully documented proof of loss, he said. Papers essential are: Original bill of lading, original freight bill, original invoice or certified copy, detailed claim of bill against the carrier, affidavit by shipper or packer, and affidavit by consignee that goods were not received or were received in damaged condition.

The importance of obtaining original documents is that they serve to prevent double claims by different interests on the same goods or damage. Determination of exact ownership at time of loss should be made before details of claims are taken up, he said. Insurance by separate interests may lead to subrogation of rights if payment is made in full, or compromise between two insurance companies, both having liability on the same goods but to different interests.

Adjusting Problem

A major problem is that inland marine contracts do not provide for contribution by several interests. As each policy usually mutually excludes all others and each is considered "excess" insurance or void if there is any other coverage which would apply if that policy were not in force, the adjuster is frequently faced with the problem of straightening out the insurance coverage as well as actually adjusting the loss.

Motor transit claims, Mr. Elliott said, often are not proper ones under the policy or the goods have been merely misplaced or mislabeled. Just as with the ordinary fire contract, appraisal and examination under oath usually are provided or in case of wide difference between claim and adjuster's opinion thereof, and on possibly fraudulent claims.

It is essential that the carrier or trucker be established as liable before claims are paid. "Acts of God," such as floods, are not negligence on the part of the carrier, and the policy does not cover losses arising from such events unless the owner of the goods is insured specifically against these happenings.

Careful Investigation

The investigation and checking must be thorough, especially when policy limits coverage to specified vehicles. Motor, serial and license numbers should be verified, so that it may be definitely established the goods were on a vehicle specifically protected by the insurance.

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Feyen and Van Orden Named Associate Managers

Newman and Paterson Also Advanced by National of Hartford on Pacific Coast

SAN FRANCISCO—L. G. Feyen for the past eight years assistant manager National Fire of Hartford, and Walter Van Orden for six years manager Pacific Factory Insurance Association are appointed associate managers of the National of Hartford in its Pacific department. Mr. Van Orden leaves the Factory Insurance Association to take over his new duties. He has been manager since the association was formed six years ago. Formerly he was with the Factory Association of Hartford.

Mr. Feyen has been with the Pacific department of the National 20 years. J. G. Newman, with the company 14 years is advanced from agency superintendent to joint assistant manager with Maxwell H. Thomson, veteran of many years. E. W. Paterson, special agent northern California is advanced to agency superintendent.

Western Adjustment Revises U. & O. Bulletin

The Western Adjustment has issued a new "Use and Occupancy Bulletin," compiled by Assistant General Manager R. R. Lippincott. The volume, based upon actual cases handled by the organization, is not confined to use and occupancy, including records of loss adjustments on such coverages as rent and rental value, leasehold interest, betterments and improvements, Interstate Underwriters Board forms and interstate reporting forms. There is also a section on non-concurrent apportionment, illustrating the rules recommended by the National Board and a section on other apportionments, showing application of coinsurance and pro rata distribution clauses and pro rata clauses in general forms.

The use and occupancy section includes an illustration of an actual loss under virtually every form in use in W.U.A. territory. The wording of the form in question is given in connection with each example. In the other sections, the majority of forms under which losses are discussed are also shown in full.

A previous "Use and Occupancy Bulletin" was issued in 1931, also under the direction of Mr. Lippincott. It proved extremely popular and after the supply was exhausted by the distribution of 6,000 copies, it was decided to bring out a new and completely revised edition.

Ruling on Perpetual Policies

The state revenue department of Pennsylvania has issued a ruling following a hearing involving the Pennsylvania Fire regarding the effect upon that company's perpetual fire insurance policies of the escheat law that was passed in Pennsylvania last year.

The National Board has requested that member companies that have written perpetual policies in Pennsylvania under the same terms and conditions as the Pennsylvania Fire, send an affidavit to that effect to the National Board. Such affidavits will be filed with the department of revenue so as to avoid the necessity of investigation of the individual companies in respect of such policies.

Robertson on Mountain Body

DENVER—W. P. Robertson of Chicago, general manager of the North America, has been appointed a member of the supervisory committee of the Rocky Mountain Fire Underwriters Association. He succeeds E. A. Henne, whose term recently expired.

Philadelphia Historical Map Issued by the North America

PHILADELPHIA—A colorful document in the history of early fire fighting has just been published by the North America in the form of a pictorial map representing the city of Philadelphia about the time of the company's founding in 1792.

Completed after extensive research and executed in ten colors, the map proper is taken from a drawing from surveys of 1794, showing the location of the original fire companies' headquarters, and buildings famed in their relationship to the historic years of the young republic. Philadelphia was among the first in America to develop the volunteer system of fire fighting and its evolution is the story of progress against fire hazard. Due to obscurity and contradictions on the sites of some of the earliest volunteer fire companies, their locations were transposed from a map made about 1825 which accurately places them.

Costumes Are Reproduced

Some of the bizarre costumes of the early firefighters are faithfully represented, together with the old firemarks which denoted the property protection of the various insurance companies; also a number of pieces of the earliest fire apparatus and copies of old prints dealing with the colorful life of the firemen of that era.

Many of the drawings were made from originals now in the possession of the North America and kept in its museum here, one of the most complete collections related to the wide interests of insurance that is in existence.

Indiana Farm Schedule Put in Effect This Week

The new Indiana farm schedule was put in effect with approval of the insurance department. It is similar to that which has become effective recently in several states. On the whole its provisions are more liberal than the schedule it replaces.

The principal item is inclusion of the extended coverage endorsement which many farm agents have been desirous of seeing authorized as to farm risks. Livestock rules have been broadened and simplified, permission being granted for writing increased limits on various classifications of livestock, three grades being established, average, extra and fancy.

Coverages for grain and hay have been liberalized, making it possible to carry larger lines than formerly. Instead of separate and specific itemizing of farm machinery, this equipment now can be covered blanket, except that tractors still have to be carried under a separate item.

Charges Against Broker Ripley

SAN FRANCISCO—An all-day hearing was held with Insurance Commissioner Carpenter presiding on charges that G. G. Ripley, a licensed broker, had allowed an unlicensed person to solicit insurance on his account. Mr. Ripley was ordered to show cause why his license should not be suspended or revoked because of this relationship with E. Ronald Toso, named in the charges as the "unlicensed person."

The state endeavored to present evidence backing these charges by presenting purchasers of insurance, issued policies and commission checks. The matter was taken under advisement after Mr. Ripley's attorneys sought to break the case.

Sturhahn in Los Angeles

Carl F. Sturhahn, president of the Rossia, arrived in Los Angeles by plane. He will spend some days in San Francisco before returning to the home office. Mr. Sturhahn is a pioneer and ardent exponent of air travel.

Calls Agents to Roll Up Sleeves and Go to Work

Liscomb Tells Minneapolis Club Consumer Cooperative Threat Must Be Met

MINNEAPOLIS—Governmental encouragement of consumer cooperatives amounts to greasing the skids for the capitalistic system—of which stock insurance is a part—a system that is founded on the profit motive, C. F. Liscomb, president National Association of Insurance Agents, told the Minneapolis Insurance Club in a rousing talk entitled "Take Your Shirts Off."

The Agricultural Adjustment Administration, he said, strays from the field of agriculture in one of its current periodicals with an appeal to teachers and schools, women's groups and civic organizations to turn to consumer cooperatives "for enlightenment on economic distribution." Mr. Liscomb commented, "Here is an instance of an attack on the profit motive in business."

Field for Activity

"Capital stock insurance is based on the capitalistic method of doing business on the theory that invested capital has a right to a fair return on its investment. It contemplates the profit motive in business. It is a business which is complex to the public and, parenthetically, I might add it also has its complexities to the uninformed insurance man. One of the current assaults against which you may work is the growth of the consumer cooperative, and let no one say that Minnesota is not a pioneer in that movement."

He said capital stock insurance, the American agency system, company-agency relations and public relations are four objectives that are synonymous, one is dependent upon the development and support given to all by insurance men.

Must Defend System

"Now, not because I am the titular head of the local agents' association do I feel that you must accept my valuations of these objectives," Mr. Liscomb said, "but as an individual I desire you to ask yourselves the question, 'In what manner, as a humble individual, can I best discharge my duties in defending it,' for defend it you must; this standard of the component essentials of the business which furnishes our livelihood."

"Are you as individuals defending the profit motive in business at every opportunity? Are you content to take the easy way and let others carry this banner, or have you resolved as business men supported by the business of capital stock insurance to fight for its furtherance?"

Adequate and Essential

"The system of doing business through agents has proven not only its adequacy, but its necessity. Stock insurance companies almost in their entirety have agreed to the desirability of the method and are dependent upon the existence of the American agency system. Although non-stock carriers have adopted to some extent the method of doing business through agents, by and large they disagree with the plan and prefer the salaried employee, mail solicitation and direct writing."

"Therefore, if you agree to the first objective, to further capital stock insurance, you must all willingly support the American agency system."

(CONTINUED ON PAGE 43)

NEWS OF FIELD MEN

Thomas Dungan Honored

Indiana Blue Goose Bids Farewell to an Associate Who is Advanced to Chicago Position

INDIANAPOLIS — Approximately 140 friends of Thos. R. Dungan attended a dinner this week given in his honor under sponsorship of the Indiana Blue Goose. D. L. Jones, Ohio Farmers, most loyal gander of the Indiana pond, presided as toastmaster, and a number of speakers paid tribute to Mr. Dungan and the esteem in which he is held. The occasion of the dinner was the recent transfer of Mr. Dungan from Indiana where he had been for many years state agent of the Fidelity-Phenix, to Chicago as head of the brokerage de-



THOMAS R. DUNGAN

partment of the America Fore companies. E. A. Henne, of Chicago, vice-president of the America Fore, was asked to tell "Why Tom Dungan was transferred to Chicago and whether he would be taken good care of." Mr. Henne's statement of reasons was highly satisfactory. Assistant Secretary C. J. Lingenfelder, also of the Chicago office, reinforced the statement made by Mr. Henne.

One of the reasons given was that the Chicago office felt the need of strengthening its influence with the powers that be by attaching to their staff a good Democrat, also a good golfer. Insurance Commissioner Newbauer spoke highly of Mr. Dungan's helpful counsel based on long experience and of the high regard in which he is held by all connected with the state department.

Others who spoke were E. M. Sellers, manager of the Indiana Inspection Bureau; G. L. Heinz, Springfield F. & M., now president of the Indiana Fire Underwriters Association; Chas. A. Watkins, New York Underwriters, also a former president of the association; Roy P. Elder, who has succeeded Mr. Dungan as state agent of the Fidelity-Phenix, and Jas. A. Bawden, also a past president of the association. Mr. Bawden's remarks were in the nature of a report by a "Brain Trusters Dedusting Committee." Mr. Bawden closed by presenting Mr. Dungan, for those assembled, a handsome compartment traveling bag. Mr. Dungan responded briefly. A pleasant feature was the rendering of selections by the Indiana Blue Goose Glee Club which now numbers 11 members.

Other out-of-town guests were J. J. Conway, Jr., manager Western Adjustment at Cincinnati, and M. Van Haun, an adjuster of that office, and R. S. Danforth, assistant secretary Millers National.

Interest in Blue Goose Issue

Seattle Claims it is Rightfully Entitled to Have an Officer Start Up the Line

SAN FRANCISCO—There is considerable difference of opinion among the Pacific Coast ponds of the Blue Goose as to the outcome of the recent Pacific Coast Blue Goose conference here during the Fire Underwriters Association of the Pacific annual meeting. Two candidates were brought to the front for grand keeper. Both hail from Washington. C. A. Coffey of Spokane, special agent of the London & Lancashire group, familiarly known as "Pat," nosed out William H. Marks, past most loyal gander of the Seattle pond. Washington has had a most loyal grand gander in D. A. McKinley, now located in Seattle, who is state agent of the Royal-L. & G. group. However, when he held that office his headquarters were in Spokane, he being special agent of the Royal and Queen. The Seattle people claim that they should be recognized at this time inasmuch as Spokane had had a grand nest officer.

As the conference chose Mr. Coffey, the ponds will be for him but the outcome has aroused feeling.

Bridgford to Mountain Field

North America Transfers Ohio Man to Denver as State Agent Succeeding Harris

J. M. Harris of Denver has resigned as state agent in the mountain field for the North America to go into the local agency business with the Leon Hebert agency of Cheyenne, Wyo.

He is succeeded by Bruce W. Bridgford, who has been in the northern Ohio field for the past four years for the North America. Previously he was in the engineering department in the Chicago western office of the North America and has been with that company about nine years. He is a graduate of the fire insurance course at Northwestern University.

Succeeding Mr. Bridgford in Ohio is Arthur W. Henry, Jr., who has been in the engineering department in Chicago for several years and previously was with the Ohio Inspection Bureau. He is a graduate of Armour Institute of Technology. His headquarters will be in Cleveland.

Beard Succeeds James C. Hitt

Becomes Special Agent of the London Assurance for Oregon—Will Make Early Tour of the State

PORTLAND, ORE.—D. E. Beard, Portland special agent for the San Francisco general agency of Selbach & Deans, has been named successor to James C. Hitt, special agent for the London Assurance who has been advanced to agency superintendent at the coast department in San Francisco. Mr. Beard is well known in the territory and at present is vice-president of the Oregon division of the Special Agents Association of the Pacific Northwest. After an agency tour with Mr. Beard, Mr. Hitt will leave for San Francisco to take up his new duties there.

Renwick in Missouri Field

A. V. Renwick has been appointed special agent of the American of Newark group in Missouri to assist State Agent O. D. Cox. This change is made necessary by the transfer of K. L. Hingst to Minnesota. Special Agent Renwick will make his headquarters

with Mr. Cox in the Sharp building at Kansas City, Mo.

Mr. Renwick's entire business career has been in the local agency field. He built up a profitable agency at Harrisonville, Mo., and after a few years became manager of the insurance department of a bank at Hutchinson, Kan. A change in the management of the bank resulted in the appointment of the president's brother to succeed Mr. Renwick, and he returned to his old home and established a new agency, which has been operated for a number of years.

Death of E. H. Partch

SIOUX FALLS, S. D.—E. H. Partch, state agent of the America Fore in South Dakota, was found dead in his car in the garage at his home late Friday afternoon, a victim of monoxide gas. He apparently had been listening to the state basketball tournament as the radio in his car was running at the time his body was found.

Mr. Partch was a native of Rock Rapids, Ia., and had been in the local agency business there prior to coming to Sioux Falls in 1922, when he became associated with the Queen City Insurance Agency. In 1926 he gave up this connection to become state agent of the America Fore. Funeral services were held Monday afternoon in charge of Rev. Berlinger of the First Congregational Church, and burial was at Rock Rapids, Ia.

Secretary J. H. Macfarlane from the western department at Chicago attended the funeral. Mr. Partch was secretary of the South Dakota Fire Prevention Association and past most loyal gander of the Dakota Blue Goose.

Royal-Liverpool Chicago Rally

A regional meeting for Royal-Liverpool field men in Minnesota, Illinois, Wisconsin and Indiana is being held in Chicago Thursday, Friday and Saturday of this week. Next week there will be a similar meeting in Kansas City for field men in another group of states. Among those from the head office who are expected to attend are: E. W. Hotchkiss, western manager; Walter Falk, brokerage department manager; Clarke Smith, special service department; J. L. Erhardt, assistant western manager; John Wissman and Ed. Hill, agency superintendents, and J. A. Munro, foreign brokerage department.

McConnell Returns from East

R. C. McConnell of Dallas, Texas state agent for the Royal, has returned from a visit to the New York headquarters of his company. On his return, he stopped at Chicago for a visit at the Royal offices and to see C. F. Thomas, manager of the Western Underwriters Association, who employed Mr. McConnell for the Royal in Texas 26 years ago and whom Mr. McConnell succeeded when Mr. Thomas went to Chicago.

David Goss to Indiana

David A. Goss, son of I. D. Goss, head of the farm department of the America Fore, has been appointed special agent in Indiana of the Continental and American Eagle. He has spent the past three and a half years in the general cover department in the America Fore's Chicago office. He will assist State Agent Carl V. Nipp.

Scottish Union Roundup

The Scottish Union & National field men were in Chicago a few days ago for the annual roundup. Secretary J. H. McCormick and Assistant Secretary T. R. Fletcher were present from the head office.

Martin R. I. State Agent

Edward J. Martin, special agent of the Scottish Union & National, has been promoted to state agent for eastern Massachusetts and Rhode Island, succeeding Gordon W. Roaf, recently re-

signed to become a partner in the Hollis, Perrin & Kirkpatrick agency in Boston. Mr. Martin is a native of Lowell and graduate of the United States Naval Academy in 1927, retaining his commission in the naval reserve. He has been a broker and special agent in Boston, covering New England states, for the past ten years.

American Union in Georgia

The American Union of the Scottish Union group, is entering Georgia and has appointed Herman H. Hirsch as general agent, with offices in the Trust Company of Georgia building, Atlanta. Mr. Hirsch is well known in the southeastern territory. He recently retired as Georgia state agent of the American of Newark. The company will become a member of the S. E. U. A.

Hudson New Hampshire Speaker

Secretary A. C. Hudson of the New Hampshire Board of Fire Underwriters addressed the Mountain Field Club at Manchester, N. H., on rating matters. There was also discussion of the Business Development Office program, extended coverage endorsement No. 4 and the New Hampshire brokerage agreement.

Big Oakland Splash

The Oakland Blue Goose puddle has made elaborate arrangements for a ceremonial and banquet April 1. A score or more of goslings are expected to take their first plunge. Entertainment will follow the banquet. Ganders from Fresno, Sacramento and a large party from San Francisco have made reservations.

Benbow with London

R. L. Benbow of Des Moines has resigned as special agent in Iowa for the Springfield F. & M., to become state agent for the London Assurance. He has been located in Iowa for several years and previously was in the western department office of the Springfield. He is a graduate of the University of Wisconsin.

Schedule Ohio Meetings

The Ohio Fire Underwriters Association will hold its next meeting in Columbus April 5. Later meetings will be held on May 10 and June 7, all in Columbus. At the June meeting officers will be elected. The Ohio Fire Prevention Association will meet at the same time.

Valley Succeeds McNeill

Robert S. McNeill, former special agent in western Washington for the Royal, has been transferred to the San Francisco office in the underwriting department. He is succeeded by Fred W. Valley of Tacoma, under the supervision of State Agent D. A. McKinley of Seattle.

Halverson is Transferred

W. F. Halverson, who has been state agent for the America Fore group in North Dakota since 1933, is being transferred to South Dakota and will take over that field with headquarters in Sioux Falls. He succeeds the late E. H. Partch.

N. J. Field Club Meeting

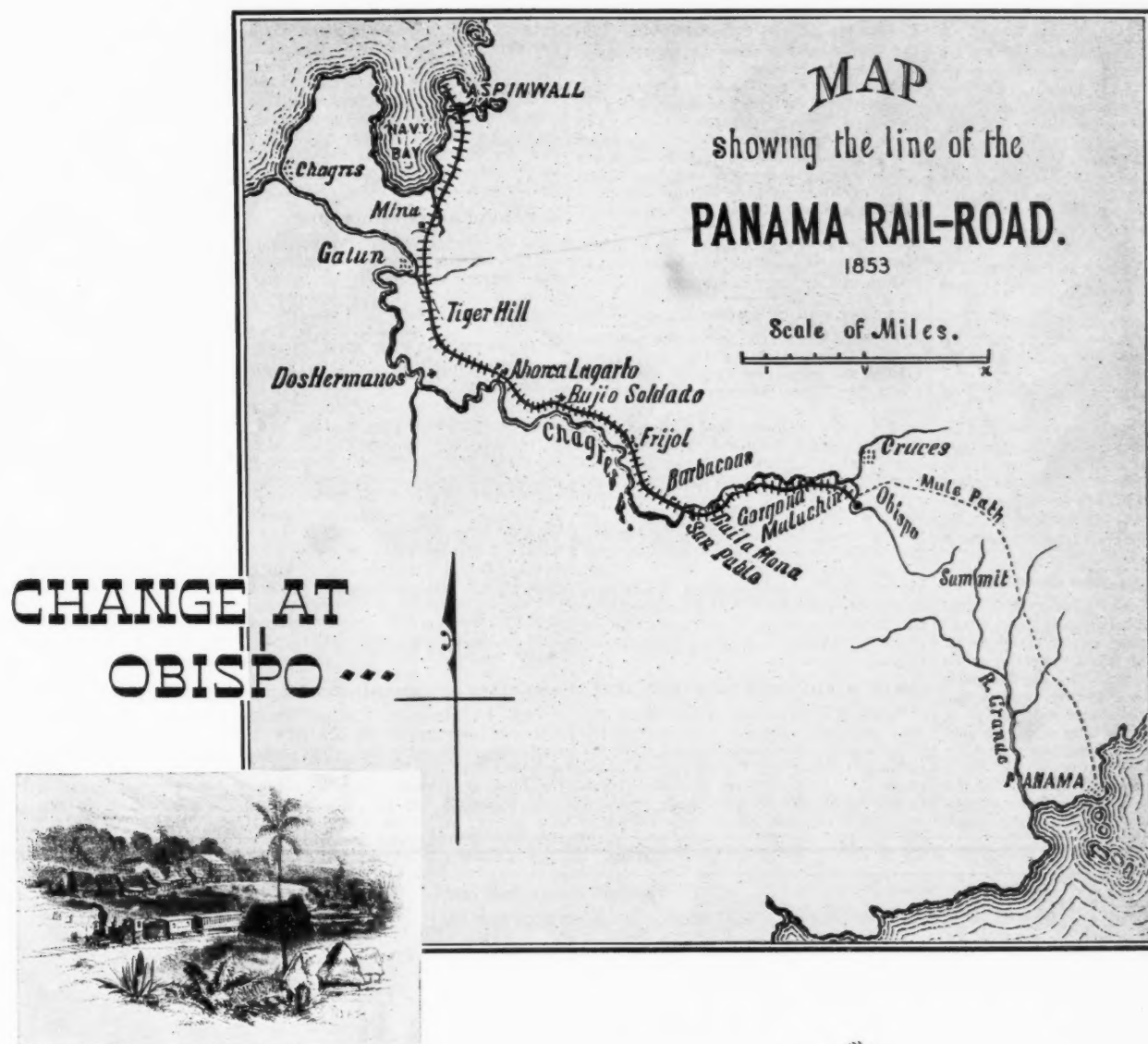
The New Jersey Field Club will hold a dinner meeting in Newark March 28. Three new members will be voted on.

Indiana Pond Initiates 13

Thirteen goslings were given their first splash at a business meeting of the Indiana Blue Goose.

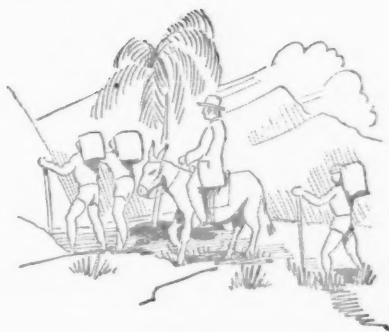
A. W. Scott, retired commander of the British navy, spoke at the San Francisco Blue Goose luncheon.

Two long established St. John, N. B., agencies, Frank R. Fairweather & Co. and George E. Fairweather & Son, have been amalgamated as Frank R. and George E. Fairweather, Ltd.



IN May, 1853, a representative of the Groups journeyed from New Orleans to San Francisco via the Isthmus of Panama. The Panama Railroad had then been completed from Aspinwall (now Colon) only as far as Obispo, 18 miles from the city of Panama. The latter part of the trip, by mule-back, through treacherous trails and fever-ridden swamps, was so dangerous that many travelers preferred the 10,000-mile sail around Cape Horn.

This adventurous trip resulted in the appointment of the first agent in San Francisco, Joshua P. Haven, and the writing, by one of the Companies of the Royal-Liverpool Groups, of the first fire insurance policy on the Pacific Coast.



This is No. 7 of the series, "Round the World with the Royal-Liverpool Groups." This episode well illustrates the pioneering spirit of the Groups—in evidence now as then.

ROYAL LIVERPOOL GROUPS

ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK, N. Y.

AMERICAN & FOREIGN INSURANCE COMPANY • BRITISH & FOREIGN MARINE INSURANCE COMPANY, LTD. • CAPITAL FIRE INSURANCE COMPANY OF CALIFORNIA
THE LIVERPOOL & LONDON & GLOBE INSURANCE CO. LTD. • THAMES & MERSEY MARINE INSURANCE COMPANY, LTD. • QUEEN INSURANCE COMPANY OF AMERICA
THE NEWARK FIRE INSURANCE COMPANY • FEDERAL UNION INSURANCE COMPANY • ROYAL INSURANCE COMPANY, LTD. • STAR INSURANCE COMPANY OF AMERICA

AS SEEN FROM CHICAGO

BROKERS SEEK NEW MEMBERS

A membership campaign that is designed to increase the roster of the Insurance Brokers Association of Illinois to 1,000 was initiated at a meeting of the directors. Max A. Goldstein, chairman of the membership committee, and Fred C. Bracken, chairman publicity committee, will be in charge. C. E. Sinclair will act in an advisory capacity. He was formerly membership secretary but is now connected with the Automobile Bonding Company.

A new committee was appointed to follow developments in so far as the safe driver reward plan is concerned. It consists of R. S. Throop, O. W. Ingold and A. W. Ormiston.

Mr. Bracken was given the prize in the "smart broker award" contest for the best list of 10 reasons for joining the association.

C. A. Berger, president, presided at the meeting.

The Chicago brokers association is sponsoring a meeting in the Chicago Board auditorium April 7 to hear a talk by an expert on the city manager plan, the idea being to secure permissive legislation so Illinois cities may vote on whether they want to adopt the plan or not.

NORTHERN OF LONDON CHANGES

A. H. Wishard has joined the Northern of London as Chicago and Cook county special agent under Manager A. W. Jenkisson. He takes over the work formerly handled by S. B. Fabans, who has been with the Northern in Chicago since 1925. Mr. Fabans will hereafter confine his activities almost exclusively to the inland marine department in Chicago.

Mr. Wishard is well known in the Chicago field. He has been Cook county special agent for America Fore since

1925 and two or three years ago served as president of the Cook County Field Club. He started in the business with the farm department of the Great American in Des Moines. In 1923 he joined America Fore in Chicago, serving first as assistant cashier and chief clerk in the Cook county department and then went into field work.

Mr. Fabans started in the Northern in 1925 as an inspector, and later filled other positions. Since 1930 he has been serving as Cook county special agent.

Mr. Fabans is at present vice-president of the Cook County Field Club. He is a member of the Mariners, organization of Chicago marine men.

CONTEST FOR COMMITTEEMAN

There is keen rivalry for the position of Republican state central committeeman in the 10th congressional district of Chicago. Three insurance men are contesting for the place. T. J. Houston, well known adjuster and former state insurance superintendent, long a political figure in Chicago, is a candidate before the primaries. He now holds the position. Thomas J. Loftus, 2005 Insurance Exchange building, Chicago, an insurance broker, is another candidate. Harve Badgerow of Winnetka, Ill., who is one of the high men in the W. A. Alexander & Co. organization at Chicago, is another candidate, being supported by the Women's Republican clubs of Winnetka, Evanston and New Trier townships.

SMITH & PEURYE'S NEW LOCATION

Smith & Peurye, one of the oldest and best equipped shops in Chicago specializing in automobile rebuilding for the insurance companies, is moving its plant April 1 to 4510-16 West Madison street. It will be located on automobile row and its central location will be convenient to

all of the insurance company clients. The firm has been located in the central western part of Chicago since 1922, the last eight years at 3557-69 West Harrison street.

The new plant will have about one-third more space, which will considerably increase the working area of all departments. In addition to a large modern paint and refinishing shop, the newest type of machinery and equipment has been installed. Ben L. Smith is in charge of the insurance service department and George Peurye the rebuilding and the estimating. Both men have a large following among the insurance people in the Chicago district.

A. C. HOBERG IN CHICAGO

A. C. Hoberg, assistant secretary in charge of the western department of the Phoenix of London, is visiting the Chicago offices of his company this week.

J. H. BUTT 25-YEAR MAN

John H. Butt, special agent connected with the Cook county department of the America Fore, observed his 25th anniversary with the Niagara Fire and was presented with the company's gold service medal at a luncheon. Vice-president E. A. Henne presided as toastmaster and called on Secretaries E. B. Vickery and J. H. Macfarlane for remarks concerning Mr. Butt's career.

Mr. Butt started as an office boy under the late George C. Howe and progressed through various positions until 1927 when he was appointed special agent in Illinois and later transferred to the Cook county department in the same capacity.

DISCUSSES STANDARD FORMS

Paul H. Heineke, Chicago attorney, discussed aspects of the old New York standard form and the new, now required under the Illinois code, tracing the historical development of the moral hazard clauses, before a combined meeting of the Western Loss Association

and the Adjusters Association of Chicago. About 50 attended the meeting. Mr. Heineke said there were nine moral hazard clauses in the old form, which came into being in 1886, and only four in the new.

LIQUIDATION BUREAU TO MOVE

The Chicago office of the Illinois Insurance Liquidation Bureau in charge of Frank J. Bartsch will be moved to much larger quarters in A1117 Insurance Exchange. That office has recently taken over the liquidation of two or three sizable companies, including Chicago Lloyds and more space is needed.

DONALD WOOD TO SPEAK

The Chicago Insurance Club will hold its next meeting April 5. Donald M. Wood of Childs & Wood, Chicago local agents, will be a speaker. Mr. Wood is an authority especially on casualty lines and surety bonds.

BUCK CONFERS IN EAST

S. M. Buck, the new western manager of the Great American, is in New York this week conferring with head office executives. He went east with Vice-president A. R. Phillips following a three-day conference with western field men and the staff of the department in Chicago. At that meeting a new spirit was engendered in the western organization and the field men and department staff are enthusiastic about the new setup.

MAXWELL LOSS CHAIRMAN

W. K. Maxwell of Chicago, resident vice-president and western manager of the Hanover Fire, has been appointed chairman of the Western Underwriters Association committee on cooperative loss adjustments and practices to succeed the late C. R. Street, vice-president Great American. Mr. Maxwell has been on a vacation in southern California visiting his son and will return this week to his office.

Reinsurance of Fire and Allied Lines

NORTH STAR INSURANCE COMPANY

90 JOHN STREET, NEW YORK • 200 BUSH STREET, SAN FRANCISCO

Financial Statement, December 31, 1937

Assets	
Cash in Banks.....	\$ 297,833.35
Investments:	
Bonds.....	\$2,191,647.45
Preferred Stocks.....	15,000.00
Common Stocks.....	1,297,870.00
Mortgage Loans.....	38,500.00
Real Estate.....	7,500.00
Total.....	3,550,517.45
Balances due from Ceding Companies (not over 90 days due).....	254,727.37
Accrued Interest.....	12,796.91
Other Admitted Assets.....	3,197.00
Total Admitted Assets.....	\$4,119,072.08
Liabilities	
Reserve for Claims and Claim Expenses.....	\$ 223,539.42
Reserve for Unearned Premiums.....	1,587,947.94
Reserve for Commissions, Taxes and Other Liabilities.....	56,735.37
Capital.....	\$ 600,000.00
Surplus.....	1,650,849.35
Surplus to Policyholders.....	2,250,849.35
Total.....	\$4,119,072.08

Bonds and stocks owned are valued in accordance with the requirements of the New York State Insurance Department, viz.:—Bonds on an amortized basis, stocks at December 31, 1937 market quotations. If bonds owned were valued on the basis of December 31, 1937 market quotations, Total Admitted Assets would be increased to \$4,132,854.63 and Surplus to \$1,664,631.90. Securities carried at \$374,922.21 in the above statement are deposited as required by law.

NORWICH UNION

AGENTS
value the dependability and
nationwide prestige of the
NORWICH UNION
based on a long and honorable
record of service

NORWICH UNION **FIRE INSURANCE SOCIETY, LTD.**

Hart Darlington, Manager

Eagle Fire Company **of NEW YORK**

Incorporated 1806

Hart Darlington, President

The Oldest New York Insurance Company

NORWICH UNION **INDEMNITY COMPANY**

Hart Darlington, President

75 Maiden Lane, New York

In NORWICH UNION there is strength

COMPANIES

NEW YORK

MYLOD BACK FROM MEXICO

John L. Mylod, assistant United States manager of the North British group, has returned from a three weeks' business trip to Mexico City.

BROOKLYN AGENTS' DINNER

The annual dinner and installation of officers of the Brooklyn Fire Agents Association will take place April 7. W. J. Manning will be installed as president. Chairman of the committee in charge of arrangements is Charles D. Fraser.

N. Y. BOARD ANNUAL REPORT

The annual report of the New York Board, prepared by Executive Vice-president E. C. Niver has now been mailed to members. It records the important changes in personnel that took place during the year and states the staff now numbers 364, of whom 252 are in the fire patrol. There are 213 member companies. The semi-annual returns for fire patrol purposes since 1931 are presented. For the first half of 1931, the premiums amounted to \$19,563,644. For the first

half of 1937, the premiums were \$15,074,250. For the second half of 1931, the premiums were \$15,911,176 and for the second half of 1937, \$13,359,914.

N. Y. Legislature Acts on Several Insurance Bills

ALBANY—The New York legislature adopted a resolution to extend the life of the Piper committee to study the proposed new insurance code. The committee was instructed to report to the 1939 legislature. The committee was given \$30,000 instead of the \$50,000 that the committee wanted.

The legislature, however, struck out that portion of the resolution which would have authorized the committee to make an investigation of industrial insurance and hospitalization insurance plans.

An agreement was reached to put over for another year the bill that would require insurance companies in October of each year to file an unclaimed fund report showing all amounts of \$10 or more remaining unclaimed for \$15 years.

The legislature passed the Rossi bill, which is the so-called favorite broker measure that prohibits a lender of money from requiring that the borrower place

fire insurance through a particular broker.

A bill was passed providing that no person shall use the title of insurance advisor, counsellor, analyst, or other similar designations, or represent himself as being able to act in such capacity unless he is licensed as an insurance broker or agent or both. It prohibits the charging of a fee to examine insurance policies. Attorneys and accountants are exempted from provisions of this bill.

A bill is in the hands of the governor requiring the department to seek further information of partnerships, associations or corporations that seek a broker's license to determine if the applicant was created to avoid provisions of the rebating section.

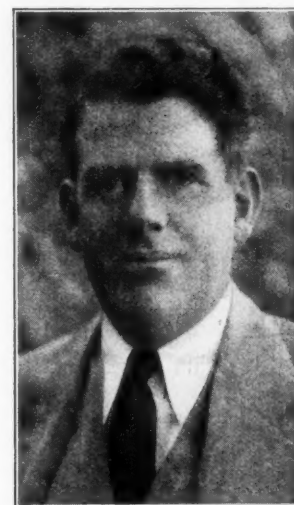
A bill was passed to place the management of the state compensation fund in the hands of eight commissioners appointed by the governor, all of whom shall be employers or officers of employers insured in the fund. Governor Lehman in advocating passage of this bill said that the management heretofore has been entrusted to a single manager under competitive civil service classification. He is assisted by an advisory council with only advisory powers. No private company, the governor said, entrusts an enterprise of this size to a single individual.

COMPANIES

Broderick Buys Service Fire

Important Detroit Interests Purchase Brooklyn Company as the Dearborn National Running Mate

The Service Fire of Brooklyn has been purchased by David F. Broderick of Detroit and associates. Mr. Broderick is the controlling factor in the Dearborn National Fire of Detroit, which was organized rather recently. Thus a new fire insurance company group is created



DAVID F. BRODERICK

consisting of Dearborn National and Service Fire.

Mr. Broderick is well known in the business. He has an extensive brokerage business and maintains offices in New York, Chicago, San Francisco and Washington as well as Detroit. Mr. Broderick does a gigantic automobile finance insurance business, controlling the accounts of Commercial Investment Trust, Commercial Credit Corporation and Universal Credit Company.

The Service Fire heretofore has been a small, special purpose company. It was organized in 1929, having paid in capital \$200,000 and surplus of \$110,000. It was organized by those connected with the Intertype Corporation of Brooklyn to write fire insurance on printing machinery sold under contract.

The home office will soon be removed to 99 John street, New York City.

Among those associated with Mr. Broderick as directors and officers are: C. M. Verbiest, D. P. Dinwoodie, L. G. Goodrich, R. J. Byrnes, Ralph Johnson, Jr., Kenneth E. Black, G. A. Johnson, J. M. Welsh, A. J. Goble, W. H. Donnelly and E. L. Kester.

As of Dec. 31, 1937, assets of Service Fire amounted to \$417,247, premium reserve \$5,713, capital \$200,000, net surplus \$209,863. Net premiums written were \$11,125, losses paid \$427, expenses \$1,658.

The Service Fire has been licensed in New York, North Carolina and Georgia. Mr. Broderick announces that capital will soon be increased to \$1,000,000 and net surplus to \$500,000 and operations will be extended into other states.

The **General of Trieste** has been licensed in Connecticut.

New Financing Service

ST. PAUL—A new service for agents is announced by First Bancredit Corporation. Schedules covering the particular lines written for an assured are prepared and sent to the nearest office of First Bancredit for an analysis. The latter then returns to the agent a comparative proposal which presents new ideas in sales approach.

AMERICAN HOME FIRE ASSURANCE COMPANY

FRED A. HUBBARD
PRESIDENT

BALANCE SHEET AS AT DECEMBER 31, 1937

ASSETS

*Bonds—United States Government.....	\$ 293,470.41
*Bonds—All Other	579,796.44
*Stocks	1,289,936.14
Cash on Hand and in Banks.....	393,771.63
Real Estate	44,731.19
Mortgage Loans—Face Amount.....	415,210.00
Participation Certificate in Mortgage Loan.....	26,000.00
Premium Balances (Not over 90 days due), Accounts Receivable, etc.....	190,697.01
Interest Due and Accrued.....	17,900.60
	<u>\$3,251,513.42</u>

LIABILITIES

Reserve for Losses and Loss Expenses.....	\$ 141,259.53
Reserve for Unearned Premiums	841,394.68
Reserve for Expenses, Taxes and Contingent Commissions Due or Accrued.....	59,043.20
**Reserve for General Contingencies.....	140,000.00
Reserve for all other Liabilities and Items.....	5,333.53
	<u>\$1,187,030.94</u>
Capital Stock (100,000 Shares \$10.00 Par Value).....	\$1,000,000.00
Surplus	1,064,482.48
	<u>2,064,482.48</u>
	<u>\$3,251,513.42</u>

POLICYHOLDERS' SURPLUS \$2,064,482.48

*Bonds and Stocks are carried on the basis prescribed by the Insurance Department of the State of New York. Total values, based on December 31, 1937, market quotations for all except insurance stocks (such insurance stocks being taken at statutory values) are \$71,768.84 less than shown. There has been deducted an amount of \$22,121.86 representing interest in our own stock through ownership of Second Preferred Stock of the Globe and Rutgers Fire Insurance Company. Securities carried herein at \$449,457.39 are deposited with Governments and State Departments as required by law.

**Available to absorb possible declines in the values of Mortgage Loans.

HOME OFFICE
111 WILLIAM STREET, NEW YORK



CALLING ALL AGENTS
CALLING ALL AGENTS
CALLING ALL AGENTS

The new **COMPREHENSIVE AUTOMOBILE INSURANCE POLICY—**

offered by the Providence Washington is as modern and up-to-date as the new streamlined cars and it affords the widest range of coverage ever offered in an automobile insurance policy.

No longer need your client buy a basic standard policy and then add coverage for this, that and the other form of protection, at so much for each additional feature.

A policy in force may be endorsed to provide the full protection which the "Comprehensive" affords.

It is also possible to include in the policy

- "TOWING AND ROAD SERVICE EXPENSE"
- "LOSS OF USE (BY THEFT)"
- "PROPERTY DAMAGE"
- "COLLISION OR UPSET"

Fire—Tornado—Ocean and Inland Marine and their allied lines.



Fire



Theft

Tornado
Cyclone
Windstorm
HailEarthquake
Explosion
Water Damage
Flood and Rising
WatersStrikes
Riot and
Civil Commotion
Falling Aircraft
Glass Breakage
VandalismMalicious Damage
and
Many Unforeseen
Accidental Hap-
penings

PROVIDENCE WASHINGTON
 INSURANCE COMPANY OF PROVIDENCE, RHODE ISLAND
 Incorporated 1799 ■ CAPITAL \$3,000,000

ANCHOR INSURANCE COMPANY

Incorporated 1928 ■ PROVIDENCE, RHODE ISLAND ■ CAPITAL \$1,000,000

Don't Remove Opportunity for Experiment: Bassett

By NEAL BASSETT

U. S. Manager Accident & Casualty

All casualty insurance is still in an experimental stage. It will be for a long time to come. The business is too young and the field of unexplored casualty endeavor is too great for it to be otherwise. It is far too soon to try and regiment a business whose scope of endeavor is daily increasing. This includes hazards now covered and to be covered in the future. It includes forms of general coverage and all forms of riders, broadening or restrictive. This includes all kinds of policies, among which are automobile policies. Included in automobile policies are so-called merit rating, safe driver or merit driving policies, also pleasure and preferred occupations policies. All of these are in a highly experimental stage.

Regardless of the fact that each company or organization doubtless believes its policies are the best, it is impossible for any supervising official, organization or individual company so early in a comparatively new and experimental and, therefore, rapidly changing business, to determine which is the best until each has been tried for an adequate length of time.

Result of Experimentation

It is, of course, well known to students of insurance that present-day insurance ratings of all kinds, present-day insurance policies of all kinds and present-day insurance methods of all kinds are the result of experimentation. It is unquestionably recognized by every insurance authority, either from the company's or state supervisory standpoint, that the future will bring improvements. These improvements can only come after various forms of experimentation are tried. No one insurance company, no organization of insurance companies, and no insurance department, can definitely in advance of legitimate experimentation determine what is best, jointly or severally, for the public and the insurance company.

Even in such an old and long-tried business as fire insurance no standard policy was adopted, or could have been adopted, until a comparatively few years ago. Even then a standard fire policy was adopted by only some of the states and no standard fire policy was adopted by the balance of the world in which fire insurance was in use and had been in use since 1650.

Many "Standard" Policies

After a standard policy had been adopted in this country by a limited number of states, experimentation continued, not only in those states but in all other states. This is evidenced by the fact that there are many standard state fire insurance policies, as for instance, New York, Pennsylvania, Wisconsin, Iowa and others. I am not attempting to cite them all, but have gone into different sections of the country to show that the differentiation in standards is not confined to any section of the United States.

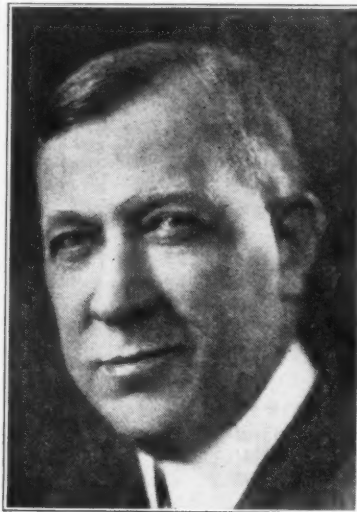
It will doubtless be recalled that after a long effort upon the part of a committee of the American Bar Association and committees of insurance commissioners and committees of companies, all laboring individually and collectively, what was known colloquially as a new standard policy was adopted. However, after this adoption, several commissioners returned to their states and made changes in the policy so that today there is no such thing as a uniform standard fire insurance policy in the United States, nor, for that matter, elsewhere in the world, despite the centuries of fire insurance.

In marine insurance there is no such thing as a mandatory standard and never has been. There are forms that

are used in common by marine companies, but they are voluntarily used, are not obligatory, and can be changed at will.

There is no such thing as a mandatory standard accident insurance policy and there is no such thing as a mandatory standard life insurance policy.

There are in all, or practically all, kinds



NEAL BASSETT

of insurance certain conditions or clauses that are observed, but change from time to time, and in a few there are some conditions generally mandatory, as for instance the standard provisions in an accident policy.

Standardizing has much to commend it and if it were possible in the older branches of insurance, such as fire insurance, to get all states to agree upon a standard policy, it might be a decidedly good thing. The present lack of one uniform standard policy by all states in the business of fire insurance, practiced for centuries, results in much trouble to the public and in much trouble and great expense to insurance companies. The expense is necessarily passed on to the policyholder. It might, therefore, be better in this very old business that uniform standardization be adopted. Nonetheless, it has not been adopted.

Despite the great strides that it has made it would be unwise to mandatorily standardize policies in such a new business as casualty insurance, commenced as now practiced in 1869, and, therefore, only 69 years old. This is in contradistinction to fire insurance as now practiced, commenced in 1650 and, therefore, 288 years old, and not yet completely standardized.

Standard Is Illusory

The youth of casualty underwriting, the great strides that it has made, the almost unlimited use to which it can be put in serving and protecting the public, make it certain that whatever policies are mandatorily standardized today, will tomorrow be changed or discarded. Under such condition, if policies were mandatorily standardized, it would mean that in the not distant future, perchance the state of Georgia, New York, Maine, Illinois, Washington, Oregon, Minnesota, or California, etc., might find conditions, which in the opinion of the then insurance supervising officer of the state, called for a change in policy. Under such conditions such change would be recommended to the legislature if standardized by statutory enactment, or changed at the will of the supervising insurance official if the power were his. It is a fact that this would be certain to take place. History has so demon-

strated, and while it is trite, it is true, that history repeats itself. It is also true that in time, after the business has been sufficiently developed for uniform practices to become more or less determined and recognized, a standard policy could be adopted.

As soon as any financially competent company or any association of standing devises a new form of coverage or a new policy, each should be allowed to try it out, so long as it is honestly devised, clearly worded, says what it means, means what it says and, of course, does not attempt to deceive the policyholder. This is true as to automobile insurance, which, despite its great present volume, is still in its infancy. Various forms of automobile policies, as well as other kinds of casualty insurance, are still in the making and will so continue for many years.

Trial of Legitimate Ideas

Neither by direction nor indirection, is an attempt being made to criticize any state. It is only intended to present the propriety, and in fact the necessity, of permitting group (association) experimentation, or individual company experimentation, when such experimentation does not endanger the welfare of the public. This will permit many legitimate ideas to be tried, proved or discarded. It will eventually result in the best being adopted.

It is not to the best interests of the public, any state, nor insurance, that experimentation by financially sound insurance companies be confined to a plan presented by one or more insurance organizations, or by one or more insurance companies, or by one or more agents' organizations, or by one or more individual agents, or by one or more brokers' organizations, or by one or more individual brokers, or be determined by departmental edict. In each case while many interests are in common, there are also various individual and divergent interests. In each instance the financial results to the individuals collectively or individually involved cannot fail to be a strong and influencing factor in any one plan presented.

Organizations are interested in maintaining what they consider to be the best interests of their members. Unfortunately, but not unnaturally, this too often means the interests of dominating members. It is axiomatic that organization forward movement is always a compromise movement. It necessarily must be so.

Committee effort, as does organization effort, always results in a compromise, if indeed it results in anything.

Individual insurance companies are each interested in maintaining what they consider to be the best interests of each.

Agents' organizations and brokers' organizations are interested in a way fully comparable with the interests of company organizations.

Individual agents and brokers are interested in a way fully comparable with the interests of individual companies.

Both agency organizations and individual agents may be interested in keeping forward effort to the minimum, or at least confining it to company organization effort, to the end that their labors may not be increased or that business previously on their books may not be transferred to other agents representing more forward thinking or acting companies. They frequently overlook the fact, if they do indeed desire progress and are not themselves reactionary, that the remedy is simple and usually in the hands of agents themselves. It is seldom if ever that an agent desiring a progressive company representation cannot procure it.

It is not sound that companies, collectively or individually, should be allowed to throttle the efforts of their competitors, nor is it sound that agents, collectively or individually, should be allowed to throttle the efforts of companies who desire to take forward action.

Insurance department superintendents or commissioners change from time to time and departmental views change

with the changing of their heads. Their positions are political and they change with the exigencies of political life. One official may have spent his previous professional or business life in one profession or business environment, and his predecessor or successor in another. If an official was previously engaged in a profession, such profession and his own individual surroundings therein inevitably must have left their marks. If he was engaged in general business the same statement is true. If he was a salaried employee of a life insurance company, the business philosophy of the particular company he served inevitably must have left its marks. If he was a casualty or fire insurance employee, the same thing is true. If he was a casualty or fire insurance agent the same thing is true, but emphasized one way or another by whether he represented association or non-association companies. The same general principle applies if he was a broker. Regardless of the ability of an incumbent, his successor may, and in fact will, view his office and its duties and prerogatives in another way. There is nothing strange or discrediting about this; it is unalterably true that environment always leaves its impress.

The public which buys insurance also has a legitimate and compelling interest to be considered and protected. It has the right to the fruit of the legitimate efforts of individual companies and in the interest of the public the companies so desiring should be allowed their right to try their plans. It has the right to know that insurance companies are financially sound and solid. This right is safeguarded by state insurance laws which prescribe standards of solvency and protect such standards through insurance departments. These laws were not designed to prevent improvements nor to kill progress. They were designed to safeguard, but they were not designed to be reactionary and to prevent forward movement made through legitimate experimentation. Forward movements cannot achieve the ultimate best if confined to the views of a few, however advantageous such course may be for those selected. The few naturally have their own self-interest ever in mind. So do the many. However, the purifying influence of competition, plus the compelling necessity of legitimate results to stockholders, plus the necessity of remaining financially sound and solvent under state laws, will always confine the many to sound methods, or else cause them to put up the necessary funds to remain sound and solvent or else be closed by the state before the general public can be seriously hurt.

The public of some states, broadly speaking, receives the benefits of such program. The public of every state is equally entitled thereto.

Automobile Toll Appalling

In 1937, in the United States, persons killed by automobiles numbered 39,700; persons permanently injured numbered 110,000; persons temporarily injured numbered 1,250,000. This makes a total of 1,399,700 automobile casualties caused by all cars in the country. Less than 25 percent of all cars are insured. This record is appalling and it devolves upon insurance companies and supervising state officials, as well as upon the legislative and law enforcing agencies of the government, to do all things possible to reduce it. Careful driving is essential if the terrible toll is to be reduced. To this end all legitimate experimentation encouraging such driving must be permitted by state departments, and must be continued by right and forward thinking companies.

Although not unmindful of the financial disasters of 1929 and immediately following years, no such debacle, affecting financial and business institutions generally and indiscriminately, can properly be cited in arguments against principles of progress that are as old as business itself.

Nothing herein said is intended to be, or is subversive of the principle of classification or of so-called antidiscrimination laws, and of their observance.

Former Company Official Dies in Larchmont



CHARLES H. REMINGTON

NEW YORK—Charles H. Remington, a broker specializing in casualty lines here, died at his home in Larchmont. He was ill only a few hours.

Mr. Remington during his day was a prominent figure in insurance. He was vice-president of the Aetna Life group. He was born in Providence, R. I., March 1, 1876. He entered insurance with the Orient and later went with the London & Lancashire. On July 1, 1901, he joined with the cashier's department of the accident and liability end of the Aetna Life, leaving the National Fire. He was later appointed cashier of the Aetna Life, then assistant treasurer of the Aetna Life, Aetna Casualty and Automobile. He attempted to organize a patent insurance company in New York City. He was a man of great force and energy.

Chicago Premiums for '37 Followed Downward Trend

Net premiums written in Chicago and Cook county by 112 stock companies during 1937 for fire, wind and sprinkler leakage amounted to \$13,088,607 as compared with \$13,328,382 the previous year. By groups the figures for 1937 and 1936 are as follows:

	1937	1936
America Fore	\$1,190,741	\$1,259,493
Home	1,163,117	1,196,099
Royal-Liverpool	947,436	1,044,772
Firemen's	943,895	901,920
Hartford	837,460	738,083
North America	728,533	802,070
North British	727,566	696,446
London & Lanc.	567,574	627,856
Phoenix, Conn.	561,146	559,581
Crum & Forster	533,643	538,254
Aetna Fire	517,329	536,966
Springfield	480,935	386,321
Corroon & Reynolds ..	395,458	358,029
American	378,233	335,372
Fireman's Fund	331,822	329,017
Tokio	330,195	363,558
Pearl	306,710	305,032
Commercial Union ..	305,120	272,296
Automobile	297,892	387,701
Great American	291,926	364,873
Glens Falls	281,752	278,991
Fire Association	254,625	277,988
St. Paul	231,344	191,270
Travelers	201,877	209,907
Sun	198,048	222,925
Northern, Eng.	125,120	143,562

Buyers Atlantic City Meet

NEW YORK—The American Management Association insurance division, which will meet May 9-10 in Atlantic City, will devote its first day to special insurance problems and the second to the general problems of insurance management. The meeting will to some extent coincide with that of the National Fire Protection Association, both gatherings being held at Chalfonte-Haddon Hall.

J. H. Nickell, insurance manager Philadelphia Electric Company, is vice-

president of the A. M. A. in charge of the insurance division. Solton Engel, insurance manager Consolidated Edison Company, New York, is chairman of the program committee. Details of the program will be announced shortly.

Big Fire in Cincinnati

CINCINNATI—A spectacular fire which threatened to become of alarming proportions caused damage estimated as high as \$250,000 here at the Vulcan Oil Co. and the General Naval Stores Co. on Spring Grove avenue. Firemen fought for hours getting the fire under control. The fire was the biggest in the

Cincinnati area since the Millcreek fires last year during the flood. Starting probably from an overheated glue pot at the naval stores firm, the blaze spread to oil tanks of the Vulcan Oil Co., which exploded with loud detonations. The oil company estimated 21,000 gallons of lubricants were destroyed in the storage tanks but a general office building and gasoline service station were undamaged except by smoke.

Twenty-five hundred 50 gallon drums of resin belonging to Procter & Gamble Co. and several piles of lumber nearby were threatened. Six large underground gasoline tanks built inside concrete wells constructed to hold the fluid if the tanks

burst did not catch fire. The Vulcan Oil Co. loss was partly covered by \$35,000 insurance in the Stuyvesant. It was not known whether the naval stores company had insurance.

Associations Are Moving

NEW YORK—The Eastern Underwriters Association and the Interstate Underwriters Board will move from 135 William street to the National Board building, 85 John street, about May 1. The Explosion Conference and the Sprinkler Leakage Conference will move from 116 John street to the National Board building.



IT is with a great deal of pleasure that we present Big R. Sales, who to some producers is only a myth, but to the scores of successful users of PRACTICAL PROSPECTING is a real guy.

His commission with Millers National is to concoct meaty sales bulletins for PRACTICAL PROSPECTING agents. He is now preparing a brand new series, chock full of ideas for his friends to convert into dollars for themselves.

His is the voice of experience and he talks your language. No theory but just good sound common sense.

He's got that kind of "it" that jingles in a cash register.

Take a tip and sidle up to this old boy. Lining up under PRACTICAL PROSPECTING now will get you in on the first of his series.

PRACTICAL PROSPECTING gives you a plan of action. It provides you with modern sales tools. Big R. Sales gives you incentive and inspiration. What more does an alert agent need?

If you want to increase your business in 1938, Millers National invites you to investigate PRACTICAL PROSPECTING and line up with Big R. Sales.

Thank you!



Now this time-tested agents' sales plan comes to you more complete—more colorful—more conducive to sales than ever before. Since it is fast finding its way into the most progressive agencies in the country perhaps it should be in yours.

PRACTICAL PROSPECTING is a "natural" in selling. It shows you how to analyze your market, how to organize a systematic approach to that market, how to conduct sales campaigns, how to increase the ratio of sales to calls through the scientific use of direct-mail, and how to be your own sales manager. It is complete from A to Z. Included are not only the ideas on the course to follow, but the essential record blanks, files,

and sales material to enable you to put the plan into operation.

It shows you how to do real "honest-to-goodness" prospecting. No hit or miss business, and no keeping of records under your hat. No wasting of time, shoe leather, or gasoline. It lays out the rules of successful selling, and charts the course to bigger incomes.

FOR YOUR INFORMATION

The plan will be presented to you without incurring any obligation whatever on your part. Simply write Millers National Insurance Company, Sales Promotion Dept., 175 West Jackson Blvd., Chicago. Your inquiry must be on your own letterhead.

Established 1865
MILLERS NATIONAL
Insurance Company • CHICAGO
 Service Headquarters for Alert Agents

"Everything at his fingertips"



BUT—how long will it take him to quote a rate if he has to hunt through forty different manuals or rate charts?

The Phoenix-London Group has devised a handy pocket size rate chart listing most forms of fire and casualty coverages, with the rates for your territory. It is free for the asking. Write today for your copy by using the coupon below.

The RATE CHART to end all Rate Charts

FIRE COMPANIES

Phoenix Assurance Co., Ltd.
Imperial Assurance Company
Columbia Insurance Company
United Firemen's Insurance Co.
The Union Marine & General
Insurance Co., Ltd.

CASUALTY COMPANIES

London Guarantee & Accident Co., Ltd.
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PHOENIX-LONDON

G R O U P

55 FIFTH AVENUE, NEW YORK, N.Y.

Dept. N

I'll be glad to stop carrying a pocketful of manuals—
please send me "The Rate Chart to end all rate charts."

NAME _____

PLEASE PRINT

ADDRESS _____

Armstrong Manages Special Risks for Ray & Co.



JAMES A. ARMSTRONG

INDIANAPOLIS—James A. Armstrong becomes manager of the special risk department of W. P. Ray & Co., Indiana general agent, Indianapolis. He goes from the Chicago office of the National Union, where he was marine manager for several mid-western states. Prior to that he had special agency duties and traveled throughout the country. He has also had considerable experience as an underwriter in the home office.

His original insurance training was in casualty lines. He was connected with the National Union Indemnity, Southern Surety and National Bureau of Casualty & Surety Underwriters.

W. P. Ray & Co. is Indiana general agent for the Camden, National Union, United Firemen's and marine department of the Sun as well as Farmers of York. It is one of the leading marine offices in Indiana.

Interest Is Taken in the Fate of the Berengaria

NEW YORK—The Berengaria of the Cunard White Star Line which has been withdrawn from service is the third largest vessel in the world weighing 52,101 tons. While the exact amount of insurance carried on the ship cannot be ascertained, it is one of the most heavily insured vessels afloat.

The Berengaria has suffered three mysterious fires within a month. The first occurred in Southampton Feb. 14. The second and more serious fire broke out while the ship was anchored at her dock in New York. Considerable damage was done to 20 cabins on A, B and C decks and the main lounge was swept by flames. The ship sailed a couple of days later without passengers on what was probably her last trans-Atlantic voyage. The third fire occurred a week ago in one of the cabins after the ship reached Southampton.

While the ship is laid up there is a return made by the carriers to the shipowner. The 26-year-old boat requires thousands of dollars worth of repairs and it is not known yet whether she will be put back into service or scrapped. She was formerly the German liner Imperator and was among those vessels which were taken over from the Germans after the outbreak of the war.

May 27-28—Georgia Agents, Dempsey Hotel, Macon.

June 1-2—National Accident & Health Association, Statler Hotel, Cleveland.

June 6-7—West Virginia Agents, Parkersburg.

June 13—Insurance Commissioners, Hotel Frontenac, Quebec, Can.

June 15-17—Kentucky Agents, Brown Hotel, Louisville.

July 5-6—New England Agents, Poland Springs Hotel, South Poland, Me.

Aug. 23-25—Blue Goose Grand Nest Meeting, Biltmore Hotel, Los Angeles.

The Lumbermen's of Philadelphia and not the Pennsylvania Lumbermen's Mutual Fire had the insurance on the Cannon Mills of New York, which burned recently.

Florida Agents Will Honor a State Leader



PAYNE H. MIDYETTE

At the annual meeting of the Florida Association of Insurance Agents, President L. P. McCord of Jacksonville has arranged for a testimonial dinner for Payne H. Midyette, member of the National association executive committee "in recognition of a meritorious service rendered the insurance agents of Florida, as chairman of the legislative committee; president of the state association; latterly national councillor, and at present member of the executive committee of the National association." The dinner will be held April 6 at Hollywood Beach.

Conventions

April 1—National Fire Waste Council, U. S. Chamber of Commerce Bldg., Washington, D. C.

April 7-8—Florida Agents, Hollywood Hotel, Hollywood.

April 18—Centennial Celebration, Cincinnati Fire Underwriters Association, (Banquet).

April 19-20—Western Underwriters Association, White Sulphur Springs, W. Va.

May 2—Arkansas Local Agents, Arlington Hotel, Hot Springs.

May 2-4—National Association of Insurance Agents, Arlington Hotel, Hot Springs, Ark.

May 2-5—U. S. Chamber of Commerce, Washington, D. C.

May 5-7—American Association of Insurance General Agents, Grove Park Inn, Asheville, N. C.

May 5-7—National Association of Independent Insurance Adjusters, Severin Hotel, Indianapolis.

May 8-10—North Carolina Agents, Grove Park Inn, Asheville, N. C.

May 9—National Fire Protection Association, Haddon Hall, Atlantic City.

May 9—American Management Association, Atlantic City.

May 11-12—South Carolina Agents, Andrew Jackson Hotel, Rock Hill.

May 12-14—Industrial Insurers Conference, Jacksonville, Fla.

May 17-19—Western Insurance Bureau and Western Sprinkled Risk Association, White Sulphur Springs, W. Va.

May 18-19—Nebraska Agents, Cornhusker Hotel, Lincoln.

May 18-20—Louisiana Agents, Bentley Hotel, Alexandria.

May 19-20—Alabama Agents, Battle House, Mobile.

May 19-20—Texas Agents, Galvez Hotel, Galveston.

May 19-20—Oklahoma Agents, Oklahoma City.

May 20-21—Mississippi Agents, Biloxi.

May 23-24—New York Agents, Syracuse Hotel, Syracuse.

May 24-26—Health & Accident Underwriters Conference, Edgewater Beach Hotel, Chicago.

May 26-27—Pennsylvania Insurance Days, Bellevue Stratford Hotel, Philadelphia.

Reinsurance Transactions of Big Companies Shown

(CONTINUED FROM PAGE 4)

Am., 159; Hanover, 35; Home, 174; N. A. 242; L. & L. & G., 61; Lond. & Lanc., 33; Natl., 54; Nat. Lib., 33; New Eng., 25; N. Y. Und., 613; N. B. & M., 79; No. River, 35; Northern Assur., 41; Northwestern F. & M., 995; Nor. Un., 30; Phnx. of Eng., 36; Royal, 105; Royal Ex., 30; Sentinel, 43; Spfld., 167; Sun, 32; Trav., 49; Twin City, 469; U. S., 74; Westches., 43; Western of Can., 25; York., 44; Oil Ins. Assn., 675; Kansas City F. & M., 88; London Lloyds 540; Stonewall, 42. Total in auth. reins., \$7,151,621; total in unauth., \$723,642.

Home—Aetna, 104; Agric., 80; Am., 58; Am. Eagle, 55; Atlas, 29; Auto, 63; Balto. Am., 56; Birmingham, 47; Boston, 40; Caledonian, 25; Carolina, 1,490; City of N. Y., 4,860; Commerce, 32; Coml. Un. of Eng., 135; Conn., 55; Cont., 155; County, 26; Eagle Star, 76; Empire State, 31; Fed. Un., 30; Fid.-Phnx., 72; Fire Assn., 38; Fire Fund, 132; Franklin, 14,038; GENL. OF FR., 62; Georg. Home, 2,143; Gibralt., 2,736; Glens Falls, 68; Gr. Am., 74; Halifax, 1,178; Hanover, 64; Hfd., 183; Homestead, 2,294; N. A., 175; INTL., 254; Nor. Un., 34; Paul Rev., 2,649; Phnx. of Hfd., 63; Phnx. of Eng., 27; PILOT, 161; Prov. Wash., 25; Queen, 29; Royal, 148; Royal Ex., 32; St. Paul, 47; Scot. U. & N., 44; SKANDINAVIA, 156; Spfld., 66; Sun, 42; Trav., 1,449; U. S., 77; Westches., 57; Yorkshire, 25. Total in auth. reins., \$45,709,311.

North America—Aetna, 138; Agric., 75; Alliance, 180; Am., 73; Am. Eagle, 43; Atlas, 42; Auto., 89; Boston, 39; Caledonian, 35; Commerce, 28; Coml. Un. of Eng., 89; Cont., 77; Eagle Star, 40; Farmers of York., 48; Federal, 63; Fid.-Phnx., 31; Fire Assn., 51; Fire Fund, 128; GENL. OF FR., 41; Glens Falls, 57; Gr. Am., 77; Hanover, 27; Hfd., 158; Home 235; Lafayette, 262; Lond. Assur., 46; Lond. & Lanc., 55; Natl., 103; Natl. Sec., 100; N. Y. Fire, 35; N. Y. Und., 30; Niag., 28; N. B. & M., 110; No. River, 34; Northern Assur., 38; Nor. Un., 55; Penna., 27; Phila. F. & M., 191; Phnx. of Conn., 78; Phnx. of Eng., 64; Prov. Wash., 34; Royal, 180; Royal Ex., 39; St. Paul, 66; Scot. U. & N., 38; Sec. of Conn., 29; Spfld., 82; Sun, 42; Trav., 93; United Firemen's, 124; U. S., 77; Westches., 35; World, 33; York., 43; London Lloyds, 438. Total in auth. reins., \$4,733,979; total in unauth., \$492,131.

L. L. & G.—Fed., Union, 61; Fire Fund, 38; GENL. OF FR., 33; Home, 39; N. A., 29; No. River, 28; Royal, 18,913; Spfld., 79; Star, 102; Thames & Mersey, 56. Total in auth. reins., \$19,936,402; total in unauth., \$47,438.

National—Aetna, 72; Agric., 140; Am., 43; Atlas, 29; Auto., 29; Coml. Un. of Eng., 62; Cont., 46; Eagle Star, 32; Fire Assn., 25; Fire Fund, 52; Frank. Nat., 618; GENL. OF FR., 32; Granite State, 33; Gr. Am., 31; Hfd., 76; Home, 114; N. A., 91; Lond. & Lanc., 31; Mech. & Trad., 1,442; Nat. Un., 37; N. Y. Und., 33; N. B. & M., 38; No. River, 29; Northern Assur., 198; Palatine, 29; Phnx. of Hfd., 41; Prov. Wash., 236; PRUDENTIAL, 456; Royal, 80; Royal Ex., 35; Scot. U. & N., 27; Spfld., 33; SWISS RE., 1,679; Transcont., 621; Trav., 37; U. S., 78; Westches., 38; York., 69; London Lloyds, 345. Total in auth. reins., \$7,451,709; total in unauth., \$366,071.

National Union—AM. RES., 154; Birmingham, 74; Employers, 25; North Star,

147; Prov. Wash., 54; ROSSIA, 295; London Lloyds, 209. Total in auth. reins., \$1,243,724; total in unauth., \$211,242.

North British & Mercantile—Am., 30; Am. Eq., 66; AM. RES., 287; Atlas, 69; CHR. GENL., 106; Commonwealth, 53; EAGLE OF N. J., 39; Fid. & Guar. Fire, 26; GENL. OF FR., 40; Home, 43; Homeland, 112; INTER-OCEAN RE., 27; Lond. & Lanc., 424; Mercantile, 42; METROP. REASSUR., 30; Nat. Un., 42; New Zeal., 25; Northw., Nat., 25; Penna., 69; ROSSIA, 115; Royal, 32; SKANDIA, 215; SKANDINAVIA, 106; Sun, 239; SWISS RE., 212; York., 59; London Lloyds, 51; Reins. Corp. of London 34. Total in auth. reins., \$3,222,427; total in unauth., \$132,412.

Pearl—Am. Eq., 51; Atlas, 29; Century, 29; EAGLE of N. J., 57; Eureka-See., 3,389; Hdwre. Mut., Minn., 1,318; INTER-OCEAN RE., 169; JUPITER GENL., 375; Knickerbocker, 93; Lumber Mut., 429; Minn. Impl., 690; Monarch, 3,412; Switz. Genl., 370; West. Spkld. Risk Assn., 215; Lloyds, Chicago, 47; London Lloyds, 2,015. Total in auth. reins., \$10,816,714; total in unauth., \$2,063,097.

Phoenix of Hartford—Aetna, 48; Auto., 39; Conn., 9,973; Equit. F. & M., 1,995; GENL. OF FR., 37; Gr. Am., 121; Hfd., 38; N. A., 61; N. B. & M., 34; York., 53; Am. Re. Ex., 458; Re. Cl. Hse., 627; London Lloyds and Underwriters, 216. Total in auth. reins., \$14,191,946; total in unauth., \$230,698.

Queen—Aetna, 60; Fid.-Phnx., 39; Fire Fund, 58; N. A., 34; L. & L. & G., 53; Maritime, 51; Royal, 10,403; Std. Marine,

27; Brit. & Foreign (Eng.), 28; Brit. Traders, 38; Royal (home office), 873. Total in auth. reins., \$11,225,662; total in unauth., \$957,925.

Royal—Aetna, 90; Agric., 28; Am., 33; Am. & Foreign, 1,585; Auto., 40; Boston, 25; Capital of Calif., 263; Commerce, 25; Coml. Un. of Eng., 72; Cont., 52; Eagle Star, 223; Fed. Union, 1,092; Fid.-Phnx., 26; Fire Assn., 25; Fire Fund, 62; GENL. OF FR., 223; Glens Falls, 45; Gr. Am., 79; Hanover, 25; Hfd., 58; Home, 112; N. A., 99; INTL., 197; L. & L. & G., 17,100; Lond. Assur., 29; Lond. & Lanc., 40; Natl., 67; Newark, 5,589; N. B. & M., 83; No. River, 28; Northern Assur., 46; Trav., 40; U. S., 30; Westches., 28; York., 27; London Lloyds, 248. Total in auth. reins., \$46,084,766; total in unauth., \$272,995.

Springfield—Aetna, 69; Agric., 148; Am., 27; Boston, 67; Coml. Un. of Eng., 25; Cont., 29; Glens Falls, 26; Gr. Am., 66; Hfd., 69; Home, 42; N. A., 61; INTL., 93; INTER-OCEAN RE., 45; Mich. F. & M., 2,709; Natl., 60; New Eng., 690; Phnx. of Hfd., 74; PILOT, 434; Royal, 55; Sentinel, 674; SKANDINAVIA, 277; Trav., 25; U. S., 43; Am. Re. Ex., 774; London Lloyds, 86. Total in auth. reins., \$7,229,611; total in unauth., \$98,854.

St. Paul—Am., 113; Century, 86; Eagle of N. Y., 78; Mercury, 1,343; Milwaukee Mech., 42; N. Y. Und., 109; NO. STAR, 104; Phnx. of Hfd., 35; Royal, 36; Royal Ex., 44; Sec. of Ia., 79; Am. Re. Ex., 390; Re. Cl. Hse., 490. Total in auth. reins., \$3,381,566.

Travelers Fire—Agric., 25; GENL. OF

FR., 88; Home, 35. Total reinsured \$807,648.

U. S. Fire—Agric., 80; Allmnia, 203; Am., 26; Am. Eagle, 29; Brit. Am., 35; Cont., 31; Fed., 30; Fire Assn., 110; Hfd., 29; Home, 36; Indem. Marine, 49; N. A., 78; INTL., 211; INTER-OCEAN RE., 63; Natl., 49; N. B. & M., 31; No. Riv., 375; No. Assur., 29; Nor. Un., 25; PRUDENTIAL, 35; Richmond, 89; ROSSIA, 44; Royal, 78; Royal Ex., 61; Seabd., 35; SKANDINAVIA, 36; Southern, 132; Std. Marine, 26; Sun, 44; Tokio, 109; Westches., 464; Western, Can., 98; York., 80; London Und., 46; Factory Assn., 136; Pacific Fac. Assn., 25. Total in auth. reins., \$3,706,283; total in unauth., \$81,518.

Western Bureau Meeting

At a meeting of the directors of the Western Insurance Bureau held in Chicago this week it was decided to hold the annual meeting at the Greenbrier Hotel, White Sulphur Springs, W. Va., May 17-19. The Western Sprinkled Risk Association will hold its meeting the same time. H. A. Clark, president of the bureau and chairman of the board, presided, there being present in addition Secretary E. E. Soenke, Security Fire of Davenport; Vice-president Charles James, Northwestern National; Secretary J. C. Hiestand, Ohio Farmers; H. M. Giles, president Millers National, and L. W. Brown, secretary Firemen's fleet.

The American Insurance Company NEWARK, NEW JERSEY

NINETY-SECOND ANNUAL STATEMENT

December 31, 1937

ASSETS

United States Government Bonds.....	\$ 3,246,436.92
Railway and Other Bonds and Stocks.....	15,191,430.61
Real Estate (Company Occupied).....	3,280,618.53
Real Estate (All Other).....	561,178.84
Bonds and Mortgages Insured by Federal Housing Administration	966,533.16
Other Bonds and Mortgages.....	1,136,135.00
Cash in Banks and on Hand.....	2,823,859.74
Premiums Outstanding (Not Over 90 Days Due) ..	1,616,089.63
Interest Due and Accrued.....	87,955.73
Reinsurance Recoverable on Paid Losses.....	105,417.77
	<hr/>
	\$29,015,655.93

LIABILITIES

Reserve for Unearned Premiums.....	\$11,982,022.96
Reserve for Losses in Process of Adjustment.....	1,976,453.00
Reserve for Taxes.....	785,000.00
Special Reserve Fund.....	300,000.00
Reserve for All Other Claims.....	585,891.88
Capital	3,343,740.00
Surplus	10,042,548.09
	<hr/>
	\$29,015,655.93

Surplus as Regards Policyholders.....\$13,386,288.09

Note: Securities carried at \$467,724.75 in the above statement are deposited as required by law.

FIRE AND CASUALTY AGENCY

LARGE DETROIT GENERAL AGENCY wants to buy local Wayne County fire or fire and casualty agency.

ADDRESS H-33, NATIONAL UNDERWRITER

AN OLD ESTABLISHED AGENCY HAVING A FIRE, MARINE, CASUALTY AND LIFE INSURANCE DEPARTMENT, located in the Insurance Exchange Building, Chicago, offers excellent accommodations to a few desirable brokers. Engineering service furnished.

ADDRESS H-43, NATIONAL UNDERWRITER

OFFICE SPACE AVAILABLE

Will sublet desirable outside carpeted space on 21st floor Insurance Exchange Annex, Chicago, Ill.—400 square ft., with 2 private offices.

ADDRESS H-46, NATIONAL UNDERWRITER

EDITORIAL COMMENT

Edition Replete with Statistical Data

OUR issue of March 17 was particularly an excellent one to keep largely from the statistical standpoint. THE NATIONAL UNDERWRITER printed from the "ARGUS CHARTS," which it publishes, various tables pertaining to 1937 operations that can be studied with real interest. Naturally these tables show the impact of the present economic and business situation. That makes an abnormal condition, inasmuch as market values of securities are on lower levels. However, the main interest will be centered on premiums and losses and gains made in other directions.

Because of the "ARGUS CHARTS," one devoted to fire on the one hand, and casualty and surety on the other, THE NA-

TIONAL UNDERWRITER is able to present early in the year information that would not be forthcoming from other sources. The compilation on the "ARGUS CHARTS" is in the hands of experts in statistical work. The assembling of this data, requires ingenuity, patience and resourcefulness because the compilers have set a deadline as to when the charts go to press. The work calls for talent of a high order. The very mechanical work of compilation is an arduous, painstaking task. While speed is highly necessary in work of this kind, accuracy naturally must prevail. Therefore, we can commend to all readers that the issue of March 17 be kept as a reference work for some time.

Reaches Out to Control State Functions

IN THESE days when so much power is being centralized at Washington, D. C., and the federal government has extended itself more intimately and drastically over the entire country, the effort to keep the government out of business seems almost futile. We find evidences right along of the constant pressure of government on private activity.

The other day when there was a hearing at Indianapolis over the proposed workmen's compensation state fund bill for Indiana before a legislative committee, insurance men were astounded to find pres-

ent RICHARD WENZEL of the division of labor of the UNITED STATES DEPARTMENT OF LABOR on hand giving all sorts of information as to state funds. There is no particular demand in Indiana for a state fund but some legislator has worked up considerable support, being backed by agitators.

Mr. WENZEL appeared as one of the strong proponents for state insurance funds. Thus it would seem that the federal government is taking an active part in legislation that applies only to a state government.

Importance of an Independent Department

THE state insurance department that is subordinate to a superior body in state administration is handicapped very much. The insurance business is a capital one and furnishes a state with a large amount of revenue. In most states it is second to the office that has the automobile license division so far as income is concerned. When a state insurance commissioner is subordinated to some other officer there is not the definite responsibility that should be placed on such an official. The very moment that the insurance department becomes a subagency, so to speak, its efficacy is greatly weakened. The state insurance commissioner should be responsible alone to the governor if he is appointed or to the electorate if he is chosen by

ballot. He deserves to be on the same footing as any other department in the state capital.

Virginia, until a few years ago, had a separate insurance department. It was one of the foremost in the country. Then the head of that department by law was made insurance superintendent under the commissioner of insurance and banking. Virginia has taken the first step to put its insurance department on a stronger footing in that in the newly enacted agents licensing law is a provision making the department a separate unit from that of banking but still under the state corporation commission. The head of the department will be the insurance commissioner. The present trend is thus far favorable.

Need for Departments of Public Relations

THAT the institution of insurance failed to maintain pace with other important businesses in keeping the general public intelligently informed as to the character and extent of the many valuable services performed by companies and their agents, has

long been recognized. That two of the major organization bodies likewise appreciate the fact is attested through the recent action of the NATIONAL BOARD OF FIRE UNDERWRITERS and by the ASSOCIATION OF CASUALTY & SURETY EXECUTIVES, each

employing a public relations expert, who may be counted upon to carry a message to property-owners that will compel respectful attention.

The need for a similar bureau as affecting the life business is well understood by the agents throughout the country, whose appeal to the legal reserve companies for the establishment of such an office in order to counteract the effect of the propaganda against the institution of life insurance is a recent happening in life circles.

The federal government maintains what is conceded to be one of the most efficient public relations bureaus in the world, cer-

tainly far and beyond anything ever known in this country. A number of states, too, have public relations divisions, and are generous in their support. In the propaganda streaming forth in endless volume from many sources, insurance as an institution has been subjected to a barrage of criticism, more or less severe from time to time, and the need for intelligent reply is obvious if the business is to survive. That insurance men in virtually every important division of the business have at last awakened to the necessities of the situation, and are prepared to deal with them, is decidedly heartening.

PERSONAL SIDE OF BUSINESS

George W. Lilly, general manager of the Fire Companies Adjustment Bureau, is in Denver this week on a business trip. On his way he stopped in Chicago for a few days and while there gave a dinner for some of the members of the Western Loss Association.

P. B. Hosmer, Jr., of R. W. Hosmer & Co. of Chicago and Miss Harriett Haffenreffer, Fall River, Mass., were married in the Congregational Church in that city Saturday. He is a son of P. B. Hosmer, who is head of the agency. He is a nephew of President R. C. Hosmer of the Excelsior of Syracuse. R. C. Hosmer, Jr., who is special agent of the Excelsior, was a member of the wedding party and went to Chicago for the bachelor dinner.

Mrs. Mary Hewes Read, 72, mother of **R. I. Read**, Chicago manager of Crum & Forster, died Saturday. The funeral services were held Tuesday at the Methodist Church at Crete, Ill.

C. J. Keller, associated with Hugh A. Bird in the Bird-Keller agency, Beaver Dam, Wis., polled the highest vote among five candidates for the nomination as mayor of that city at the spring primary. He will compete with the second high candidate at the election next month.

Henry C. Van Schaack, head of the Van Schaack & Co. agency, has been elected president of the Denver chamber of commerce. He was given an unanimous vote at a meeting of the board of directors. For the last two years Mr. Van Schaack has been director and has been vice-president.

R. P. Barbour, U. S. manager of Northern of London, is having a Florida vacation. He made a business trip to Georgia and then went further south. He is expected to return to New York about the last of March.

S. J. Hallahan, 66, member of the firm of Cyrus Brewer & Co. of Boston, since January, 1917, and many years ago well known as a pitcher and catcher on the old Boston Unions, in the early days of semi-professional baseball, died in St. Petersburg, Fla., where he had gone on his annual pilgrimage to watch the professional ball teams at practice. He was a native of Boston and began his insurance career nearly 50 years ago with the Charles Holden agency. He was connected with the old North

America of Boston and later was in the agencies of Partridge & McCullar and Russell & Fairfield.

J. N. Borah, manager of the Peoria, Ill., branch of the Illinois Inspection Bureau, has returned to his home from St. Luke's Hospital in Chicago where he successfully underwent an operation. He was in the hospital about two weeks.

C. J. Bouche, special agent in western Kentucky for the Home, died suddenly at his home in Owensboro. He had been with the Home for 10 years. Previously he had been with the Foreman & Yackey general agency of Paducah. At one time he was connected with the Owensboro branch of the Kentucky Actuarial Bureau. He was born in France and served in the French Intelligence Service. He was captured and held in Germany during the war. He graduated in medicine at Heidelberg and later studied for the priesthood in Ohio.

O. D. Cox, state agent of the American, was host over the week-end to 20 Missouri agents and field men at a fishing party on the Lake of the Ozarks. H. B. Elmers, assistant manager of the western department of the American, was a special guest.

R. V. Robinson, western marine manager of the North America, has returned from a Bermuda vacation trip. Before returning to Chicago, he spent a week in New York.

J. C. McKown, secretary of the St. Paul Fire & Marine, has returned from an extended vacation trip to Honolulu.

A. R. Small of Chicago, president of the Underwriters Laboratories, who has been at Passavant Hospital in his city, having undergone an operation for removal of stones from his kidney, is now on the mend and was able to be taken to his home in Winnetka, Ill., this week.

H. A. Clark, vice-president and western manager of the Firemen's, and Mrs. Clark have returned from a combination business and pleasure trip to Florida. They went to Florida with W. E. Wollaege, president of the Concordia, and Mrs. Wollaege, and in Miami they joined John R. Cooney, president of the Firemen's, and Mrs. Cooney and Francis J. Heazel, special counsel for the Metropolitan Service Corporation at the Firemen's head office. The entire party was together for a week or so at Miami

THE NATIONAL UNDERWRITER

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Beach. Mr. and Mrs. Clark have returned but Mr. and Mrs. Wollaeger are remaining in Florida until about the first of April.

Montgomery Clark, president of the Hanover Fire, was in Chicago last week accompanied by Mrs. Clark. Mr. Clark will make a tour of the Pacific Coast, it being his annual visit to that territory.

Harold V. Smith, president of the Home of New York, accompanied by Mrs. Smith and their daughter, is spending several weeks in Augusta, Ga.

Oliver Whalley of John A. Whalley & Co., Seattle general agents, was married there to Miss Dorothy Belt. He is a son of the head of the firm.

Pass Arkansas Tax Bill

The Arkansas legislature has passed a bill to change the premium tax base from net retained premiums written to net, direct premiums. This was done at the instance of the Arkansas department to overcome the effect of the United States Supreme Court decision in the case of the Connecticut General Life.

Under that decision, a state cannot tax the premiums developed under a reinsurance treaty that is effected outside the state. The effect is, where the tax is upon premiums written after reinsurance, that the state cannot tax either the direct company or the reinsurer for the premiums reinsured.

Eyre Sent to Spain

Edmond Eyre, Buenos Aires manager of the Northern Assurance, who is now in London, is being sent by a group of British insurance interests to Spain to negotiate with the Franco government. This will be Mr. Eyre's second trip within the last few years. About 35 British companies are seeking to protect interests there.

Mutual, Reciprocal, Lloyds Figures Totaled for 1937

Compilations made by the Argus Casualty Chart show the following totals for Dec. 31, 1937, on mutual casualty companies and reciprocals and Lloyds:

MUTUALS		1937	1936
Admitted assets..	\$338,852,448	\$303,403,248	
Total liabilities..	251,002,629	221,095,310	
Surplus to policyholders..	87,849,812	82,307,938	
RECIPROCALLS AND LLOYDS		1937	1936
Admitted assets..	\$ 61,674,269	\$ 54,515,401	
Total liabilities..	35,646,493	29,970,160	
Surplus to policyholders..	26,027,776	24,545,241	
Net premiums written	48,245,562	39,481,495	
Losses paid, including adj. exp.	25,523,403	19,906,832	
Ratio of losses paid to net premiums written	52.9	50.4	

Home Centralizes Mid-West Marine Work in Chicago

NEW YORK—The Home will on April 1 centralize supervision of all its middle western marine production activities, placing them under the direction of D. O. Layton, who will have headquarters at Chicago. Mr. Layton has for the last 10 years been in charge of marine production for Missouri, Oklahoma, Tennessee and Arkansas, with headquarters at St. Louis. For the past few months he has been in the New York head office. His new territory will include besides the foregoing states, Illinois, Iowa, Kansas, Kentucky, Michigan, Nebraska and Ohio.

P. A. Fitzpatrick succeeded Mr. Layton at St. Louis.

Asks Farm Schedule Changes

The rural risk committee of the Indiana Association of Insurance Agents, of which C. W. Owens of Farmland is chairman, has addressed a communica-

tion to R. W. Forshay, chairman rural committee National Association of Insurance Agents outlining certain changes it wants made in the farm schedule. It is desired that the livestock item show a limit of company liability instead of a value per head of insured farm animals. The committee also wants the vehicle and machinery item extended to include materials incidental to farm operations such as fertilizers, gates, fences and lumber while stored awaiting use.

General Agents' Program Now Being Developed for Annual Gathering

Announcement is made of some of the speakers who will be on the program of the annual meeting of the American Association of Insurance General Agents at Grove Park Inn, Asheville, N. C., May 5-7. W. L. Jack Nelson, production manager of the United States Aviation Underwriters of New York City, will give an address on "Aviation Insurance." H. W. Schaefer of New York City, vice-president National Association of Insurance Brokers, is scheduled to speak on "Cooperation." Thomas G. Redden of Greensboro, N. C., president North Carolina Association of Insurance Agents, has as his topic, "Suggestions from a Local Agent." D. C. Hancock of Elam & Funston, Richmond, Va., well known local agent and prominent in the Virginia Association of Insurance Agents, will speak on "Work of the Business Development Office."

Two New Cavanaugh Field Men

OMAHA—The Cavanaugh Co., general agent of Omaha, announce the appointment of Lyle C. Johnson and Fred Mammen as special agents.

Mr. Johnson is a graduate of the Omaha University School of Law, and has been with the Nebraska Inspection Bureau for the past seven years.

Mr. Mammen is the son of Special Agent A. F. Mammen who has been active in the Nebraska field for 15 years.

The Cavanaugh office represents Homestead, New Brunswick and Paul Revere of the Home group and the Commerce of the Glens Falls group for all lines, and the Glens Falls for hail, covering Kansas and Nebraska.

G. & R. Vice-president Dies

NEW YORK—James F. Skehan, vice-president and agency superintendent of the Globe & Rutgers, died unexpectedly at his home in Brooklyn. He joined the company more than 30 years ago as a boy. He was widely known among G. & R. agents.

Underwriting Unit in Chicago

RICHMOND, VA.—The American Fidelity & Casualty declared a quarterly dividend of 15 cents this week payable April 10. President S. A. Markel says probably some action may be taken next week on establishment of an underwriting office in Chicago.

Minnesota Agents Aims Are Outlined at Meeting

(CONTINUED FROM PAGE 4)

of company ledgers, Herbert Clough, Continental, said. He advised careful selection of risks and announced that the new farm form has been approved for Minnesota.

G. S. Hanson, Rain & Hail Bureau, discussing hail coverage and its problems, said hail rating is no longer the haphazard affair it used to be and that more uniformity in settlement of claims is benefiting the local agent.

Francis E. McGovern, Rochester, presided at the conference.

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Reliable Fire Insurance



Just as hundreds of the representatives now associated with the Reliable Fire Insurance Co. have already discovered, you will find your profits increased when you represent the Reliable Fire Insurance Co. Here is a company known for its financial stability, prompt payment of just claims, and, especially important to you, its cooperation with agents. Write today, and learn how you can profit by representing the Reliable Fire Insurance Co. prospering for over 72 years. Address . . .

WM. F. KRAMER, President

E. J. WEISS, Secretary

Current surplus to policyholders of \$1,116,945.00.

Special Agents
For Indiana
C. R. Dobbins

Special Agents
For Ohio
Harry J. Favorite
R. E. Metzger

For Michigan
Finnell and
Finnell

For West Virginia
Fred C. Campbell

RELIABLE
Fire Insurance Co.
OF DAYTON, O.

AMERICAN AUTOSURANCE

—makes it easy to tell
your policyholder why—
this was your choice for
dependable protection.



Total Admitted Assets \$19,155,032
Surplus to Policyholders \$7,305,654
As of December 31, 1937

NATIONWIDE BRANCH OFFICE FACILITIES

BALTIMORE
BOSTON
CHICAGO
CINCINNATI
CLEVELAND

DETROIT
INDIANAPOLIS
KANSAS CITY
LOS ANGELES

MILWAUKEE
MINNEAPOLIS
NEW ORLEANS
NEW YORK

PHILADELPHIA
PITTSBURGH
ST. LOUIS
SAN FRANCISCO
SEATTLE

AMERICAN AUTOMOBILE INSURANCE COMPANIES

L. A. HARRIS, *President*

ST. LOUIS, MISSOURI

"Oldest and Largest Insurers of Automobiles Exclusively"

The NATIONAL UNDERWRITER

March 24, 1938

CASUALTY AND SURETY SECTION

Page Nineteen

Most Complete of Reference Books Ready in Few Days

Argus Casualty Chart Gives Financial Standing and Operations of Companies

New figures of all casualty and surety companies appear in the 1938 Argus Casualty Chart, which will be published in a day or two by THE NATIONAL UNDERWRITER. This is the most complete of the handy reference books on casualty and surety lines. It includes stock, mutual, reciprocal, and Lloyds companies, for miscellaneous lines and also includes stock and mutual accident and health companies, as well as legal reserve life companies writing accident and health. All this information is in a single volume that will go in a coat pocket.

Besides the usual information on the financial standing and operations of companies there is included an analysis of assets, showing the distribution of investments in real estate, bonds, stocks, cash and deposits, premium balances, and all other, and this year the percentages are shown. This showing is of particular interest and importance at this time.

Wide Extent of Information

The financial showings of the companies are analyzed in the columns, admitted assets, unearned premium reserves, net unpaid claims and adjustment expenses excluding liability and compensation, reserves for unpaid liability and compensation claims, total liabilities except capital, surplus to policyholders, and capital. The operations are analyzed under net premiums written, premiums earned, total income, losses incurred including adjustment expenses, underwriting expenses incurred, dividends, and ratios of losses incurred to earned premiums and expenses incurred to written premiums, with a combined loss and expense ratio. The business of multiple line companies is further divided into premiums and losses and loss ratio for the separate lines, such as liability, auto liability, compensation, sprinkler leakage, or other lines written by the company.

Showings of stock companies are for a ten-year period, if a company has been in business that long. Important mutuals are shown for ten or five years, and others for not less than two years.

Much Collateral Information

A large amount of collateral information is included. Home office addresses and names of officers are shown, and the states where companies are licensed. Company changes since Dec. 31, 1929, are given. The underwriting and investment exhibit for stock companies writing miscellaneous lines is included, with a similar showing for the larger mutuals. The comparative standing of 75

(CONTINUED ON PAGE 44)

Premiums and Losses on Casualty Lines in 1937

Stock casualty companies increased their premiums \$77,000,000 in 1937, according to compilations appearing in the Argus Casualty Chart for 1938, to be published in a day or two by THE NATIONAL UNDERWRITER. Mutual casualty companies increased their premiums nearly \$35,000,000. Losses of the stock companies increased only \$17,000,000, improving the loss ratio by several points. Losses of mutual casualty companies also increased about \$17,000,000, with the loss ratio practically stationary. The stock companies increased their automobile volume about \$29,000,000, while the mutuals gained \$7,000,000 on automobile.

The figures in the chart show:

STOCK CASUALTY COMPANIES

Classification	1937				1936			
	Net Prem.	Losses and Written	Adj. Exp. Pd.	%	Net Prem.	Losses and Written	Adj. Exp. Pd.	%
Accident	\$ 53,618,580	22,160,728		41.3	\$ 47,352,582	21,023,359		44.4
Health	28,150,668	17,535,969		62.3	23,096,487	14,733,135		63.8
Non-Can. A. & H.	18,038,892	12,318,006		68.3	15,494,925	11,368,901		73.4
Other A. & H.	48,047,177	21,768,177		45.3	49,553,063	22,775,690		46.0
Total A. & H.	\$147,855,317	\$ 73,783,418	49.9		\$135,497,057	\$ 69,901,085	51.6	
Auto Fire, Theft & Tornado	3,505,279	883,905	25.2		3,501,317	949,664	27.1	
Auto Coll.	8,926,342	5,931,131	66.4		8,321,843	5,279,067	63.4	
Auto Liab.	221,301,274	117,697,224	53.2		199,783,976	115,976,078	58.1	
Auto Prop. Dam.	61,315,155	29,773,736	48.6		55,770,172	25,281,806	45.3	
Other Auto	6,129,905	2,971,754	48.5		5,602,023	2,562,623	45.7	
Total Auto.	\$301,177,955	\$157,257,750	52.2		\$272,979,331	\$150,049,238	55.0	
Burglary	28,559,747	7,488,214	26.2		27,629,221	7,723,246	28.0	
Credit	3,209,955	626,924	19.5		2,308,050	421,409	18.3	
Fidelity	43,758,483	12,478,326	28.5		41,296,115	11,888,550	28.8	
Other Liability	81,181,746	33,645,512	41.4		74,492,592	32,990,557	44.3	
Live Stock	598,800	432,769	72.3		472,758	313,149	66.2	
Machinery	5,510,110	1,221,947	22.2		2,933,721	1,101,625	37.6	
Plate Glass	11,063,142	5,270,254	47.6		10,783,803	4,982,120	46.2	
Other Prop. Dam. & Coll.	4,698,931	1,046,431	22.3		3,956,998	895,461	22.6	
Sprinkler Leakage.	595,646	219,377	36.8		627,133	288,151	45.9	
Steam Boiler	9,006,490	968,573	10.8		6,876,008	1,051,015	15.3	
Surety	44,102,927	12,399,259	28.1		45,803,334	15,003,217	32.8	
Workm. Coll.	25,283	14,513	57.4		32,489	16,909	52.0	
Workm. Compens.	173,500,789	93,705,661	54.0		150,843,869	86,082,081	57.1	
Miscellaneous	2,644,008	1,941,293	73.4		3,831,730	2,556,104	66.4	
Grand Total	\$857,489,329	\$402,500,221	46.9		\$780,364,209	\$385,263,917	49.4	

MUTUAL CASUALTY COMPANIES

Classification	1937				1936			
	Net Prem.	Losses and Written	Adj. Exp. Pd.	%	Net Prem.	Losses and Written	Adj. Exp. Pd.	%
Auto Fire, Theft, Tor. & other auto.	\$ 4,155,717	\$ 1,238,292		29.8	\$ 3,484,717	\$ 892,337		25.6
Auto Collision	8,999,418	6,168,662		68.5	6,703,066	4,151,737		61.9
Auto Liability	66,770,318	34,595,947		51.8	63,897,806	34,158,780		53.5
Auto Prop. Dam.	20,608,553	9,650,260		46.8	19,109,170	8,143,861		42.6
Other Auto	1,248,196	664,424		53.2	1,013,741	528,446		52.1
Total Automobile	\$101,782,202	\$ 52,317,585	51.4		\$ 94,208,500	\$ 47,875,161	50.8	
Accid. & Health	41,197,552	24,229,956		58.8	37,152,784	21,088,173		56.8
Burglary	658,694	187,912		28.5	668,837	176,933		26.5
Fidelity	581,990	143,978		24.7	520,041	168,915		32.5
Other Liability	11,319,730	4,850,290		42.8	9,195,253	4,121,011		44.8
Live Stock	8,251	4,466		54.1	4,449	1,929		43.4
Machinery	539,120	56,190		10.4	250,748	50,694		20.2
Plate Glass	1,026,956	550,295		53.6	964,910	527,680		54.7
Other Prop. Dam. & Coll.	1,005,069	258,342		25.7	738,191	130,307		17.7
Steam Boiler	523,058	20,746		4.0	400,947	41,452		10.3
Surety	114,044	5,632		4.9	19,783	607		3.4
Workm. Comp.	98,555,537	46,981,621		47.7	78,876,958	38,697,565		49.1
Grand Total	\$257,312,203	\$129,607,013	50.4		\$222,999,406	\$112,880,427	50.6	

Set Up Machinery for Conference as to Lay Adjusters

American Mutual Alliance Heads Insurance Front Committee — Parley Slated

NEW YORK.—Any conclusion as to the right of laymen rather than lawyers to adjust claims must be reached on the basis of public interest, it was agreed by a committee representing a majority of the claim and loss adjusters in an organization meeting held here.

The meeting was in response to a request by the American Bar Association committee on unauthorized practice of law that such an organization be formed in order to facilitate further discussions on the subject of whether claims adjusters are infringing upon the exclusive prerogatives of attorneys. The request was prompted by a recent decision of the circuit court at Columbia, Mo., which held that a number of routine activities of claims adjusters constitute the practice of law.

Conference in May

A conference between the two conflicting groups will probably be held in May, at which time the various activities of adjusters will be reviewed in relation to the practice of law. Agreement as to the limits of the exclusive field of the lawyer, if reached, will probably prevent a wave of litigation.

Organizations represented at the meeting were: American Mutual Alliance, International Association of Insurance Counsel, National Board of Fire Underwriters, Association of Casualty & Surety Executives, International Claim Association and National Association of Independent Insurance Adjusters. Ambrose B. Kelly of the American Mutual Alliance at Chicago was elected chairman.

SYMPOSIUM IS PUBLISHED

Insurance people who are interested in following the controversy concerning the activities of lay adjusters in the insurance field will be interested in the publication of Duke University, "The Unauthorized Practice of Law" Controversy." This is a symposium attempting to present some of the more general aspects of the unauthorized practice of law problem in its present stage of development as well as a more detailed study of certain fields of controversy. The three groups, surrounding which friction exists, that were chosen for special treatment in this publication are automobile clubs, collection agencies and real estate brokers. The insurance situation is treated only indirectly, but the principles and theories that are set forth throughout the discussion are pertinent to the insurance situation.

One of the liveliest contributions is that of K. N. Llewellyn of New York.

(CONTINUED ON PAGE 44)

Taxi Rates in Illinois Are Substantially Boosted

Big Companies Are Now Manifesting Interest in Writing the Line

An official rate scale for taxicab insurance in Illinois is being promulgated this week. It represents a sharp increase over the rates at which the taxis have been able to get insurance prior to state rate supervision. This follows a series of conferences with the two companies that are writing this business in Illinois and with representatives of the taxicab operators. Some of the large casualty companies have indicated that with these new rates in effect, they may be interested in writing some taxicab business selectively.

The only taxicab writers in the state have been Savings Mutual Casualty of Peoria and Franklin Mutual of Chicago. The latter company is undergoing rehabilitation. It is writing new taxicab business under a special arrangement, whereunder the liability is being reinsured 100 percent by London Lloyds.

Savings Mutual and Franklin Mutual filed tentative rates under the automobile anti-discrimination article of the new Illinois insurance code. Theretofore there had been no semblance of rate control. A hearing was held and as a result new and higher rate filings were made. Those rates were put into effect and the taxicab operators rebelled. Due to the violence of the objections, the rates were temporarily suspended. Then the other day a large hearing was held at Chicago that was attended by representatives of the insurers, and by various representatives of the taxicab operators. The taxicab people argued that the projected rates would be ruinous to them. The meeting was continued until the next day and in the meantime the taxicab operators got together and came to the conclusion that a better insurance situation might ensue if they agreed to stand the extra cost. Accordingly the insurers agreed to make new rate filings and they were officially promulgated this week.

Cabs in Three Classes

Cabs are divided into three classes for purposes of insurance: 1. Fleets of three or more cabs owned or operated by the same person or corporation employing drivers on a salary or commission basis. 2. Association operated cabs and/or individually-owned cabs, double shift. 3. Individual cabs, single shift, driven by owner only.

The state is divided into eight districts. Fleet insurance on bodily injury, for statutory limits of \$2,500 ranges from \$27 per month per cab in district 1 to \$8 in district 8.

For association operated or individually owned cabs working on double shifts, the rates range from \$24 to \$7.

For individual owned cabs working on a single shift, they run from \$18 to \$6.

Cost of Increased Limits

Monthly premiums for property damage shall be one-third of the bodily injury premiums.

For limits of \$2,500/\$5,000, increase premiums, 6 percent; \$2,500/\$7,500, increase premiums, 11 percent; \$5,000/\$7,500, increase premiums, 13 percent; \$5,000/\$10,000, increase premiums, 18 percent; \$10,000/\$20,000 increase premiums, 53 percent.

When policies are canceled by the insured the premium for the month in which cancellation is to become effective shall be 20 percent advance over the prorata earned premium.

Insurance shall not be written for an insured who has not fully paid premiums

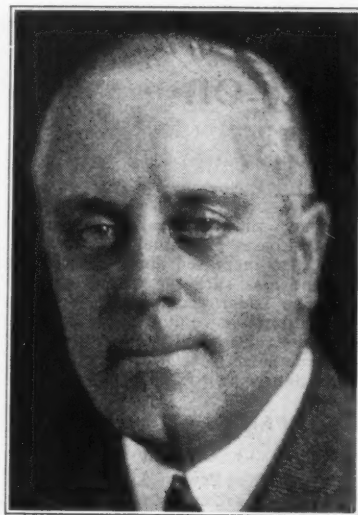
(CONTINUED ON PAGE 44)

Article by Neal Bassett on value of experimentation in casualty field appears on page 12.

Conkling, Price & Webb Setup Is Changed

The Conkling, Price & Webb agency of Chicago announces the retirement of Arthur H. Vincent as a general partner. He has been associated with that agency for more than 40 years, having entered their employ in 1897. He was admitted to the firm in 1919.

Mr. Vincent will continue his connection with the office as a broker for



ARTHUR H. VINCENT

the handling of his large personal business and personal interests.

Mr. Vincent is a past commander of Siloam Commandery of Knights Templar and a past potentate of Medinah Temple Shriners and is now treasurer of both organizations.

Mr. Vincent's health has been rather uncertain for the past two years and he desires to relieve himself of as many responsibilities as possible so he can devote his entire time to personal business and to continue his work as vice-chairman of the board of the Shriners Hospital for Crippled Children.

The remaining general partners of the firm—Lew H. Webb, Lawrence W. Zonsius and W. T. Cline—announce the promotion as office associates of H. W. Giff, W. C. Wigand and Kyle E. Simpson.

Mr. Giff has been connected with the

Companies Doubtful on Radio Advertising Value

Agents Find One Minute Announcements of Greatest Sales Value

Stanley F. Withe, advertising manager Aetna Casualty, has announced transcriptions of 28 new one-minute radio programs, consisting of a brief dramatic skit, followed by announcement of the sponsoring agent's name and address, for use over local stations. The agent pays only for the time on the air. There are two series of 14 programs, on the safe driver reward plan and on personal accident insurance.

The results obtained from these programs have been varied. Some agents have gone to considerable expense to keep their names on the air several times weekly at well-chosen intervals. Not all have been pleased with the results, though a few have reported business considerably stimulated.

Travelers Station

The Travelers has owned its own station for a number of years, devoting much time to spot announcements, as well as talks and plays concerning highway safety, accident and health insurance and other forms. A feature of the station has been the weekly program of the Hartford County Medical Association, devoted to disease prevention and health safeguards. Although it has owned the station for a number of years, the Travelers is far from convinced of the value of radio advertising for insurance. It has been a common experience that when letters are received concern-

(CONTINUED ON LAST PAGE)

office for about 26 years. Mr. Wigand until 1922 was an accountant for the London Guarantee for which Conkling, Price & Webb are general agents. Since 1922 he has been with Conkling, Price & Webb as auditor and chief accountant. Mr. Simpson is Illinois state agent. He has been with Conkling, Price & Webb three years and before that for several years was connected with the London-Phoenix group in Indiana and Illinois.

The agency has made continued progress in recent years. For the past two years its business has been substantially greater and it is well ahead so far this year.

Hodson Cites Superior Aspects of Safe Driver Plan

Rockford Board Gets a Few Pointers from Aetna Casualty Supervisor

Acceptance of the safe driver reward plan has been considerably retarded by a misunderstanding of many of its superior aspects, said R. D. Hodson, agency supervisor Aetna Casualty, Chicago, in addressing the Rockford (Ill.) Board of Fire, Casualty & Surety Underwriter.

Mr. Hodson took the stump as a defender of the plan and also the \$1,000 single limit policy which he said becomes a vital factor in helping supply a market, at present without protection. The Rockford Board has gone on record as being opposed to the plan.

Cites Statistics as Proof

Mr. Hodson gave some statistics as to just what the plan was accomplishing in one of the company's eastern offices. During the first 20 days in February, which comprised about 18 working days, he said 66 policies were written on the safe driver reward plan. Fifteen of these policies, which comprised \$838.06 in premiums, were written on people who formerly carried no insurance whatever, and 15 on drivers who formerly insured in mutual or non-bureau companies. The latter premiums amounted to \$927.16. Three of the 66 policies were written on the \$1,000 single limit with a total premium income of \$166.05. Thus 50 percent of the business secured was either from non-insurers or from companies who offered cut-rate competition.

Only \$1.25 Differential

Mr. Hodson said instead of a \$5 differential from non-bureau rates, there is only a difference of \$1.25 under the safe driver plan. The average car in Rockford, insured in a bureau company, he estimated at an annual premium of \$25, and \$20 in non-bureau. The average safe driver reward rate he gave at \$21.25.

In justifying the issuance of the \$1,000 single limit policy, Mr. Hodson quoted statistics from the American Petroleum Industries Committee report which stated 55 percent of the cars on the highway are owned and operated by people with incomes of \$10 to \$30 per week.

Rapid Increase Cited

The same report, he said, indicated that auto ownership in this class is increasing at the rate of 1,000,000 families a year. By 1940, about 13,000,000 people in the moderate low income group will own automobiles. Seventeen and one-half percent of the cars are operated by people with incomes of \$10 to \$20 and only 14½ percent by people with incomes of \$40 to \$60 per week. Mr. Hodson also commented that 15 percent of the drivers are responsible for 85 percent of all accidents and approximately 70 to 75 percent of the automobiles on the road today are not insured.

Originally Opposed

Mr. Hodson said he was originally opposed to the \$1,000 policy but after making an extensive investigation and finding that such a large percentage of the automobiles driven today were owned and operated by people in the extreme low income group with the majority uninsured, he became fully convinced of the policy's merits. Opportunity for selling the policy was unlimited, he added. In no way, is it designed to replace the standard policy of limit \$5,000-\$10,000 but is intended for that group who might otherwise carry no insurance at all. The \$1,000, he said, relates only to the amount paid out on a claim but in all other respects it is similar to the standard policy.

Big N. Y. Writers Are Graded

In the exhibit below is given the 1937 premiums and losses and 1936 and 1935 premiums of companies that wrote \$3,000,000 or more casualty business in New York state last year. The complete New York table is on page 22.

	1937	1936	1935
	Premiums	Losses	Premiums
1. State Fund	\$22,388,366	\$10,198,520	\$18,419,199
2. Travelers	16,275,889	6,909,345	15,396,216
Trav. Indemnity	2,171,540	654,747	2,135,665
3. Liberty Mut.	9,869,894	3,553,011	8,355,030
4. Hartford Ac.	7,922,252	3,145,472	7,641,983
5. Fid. & Cas.	6,424,123	2,623,578	5,898,374
6. Aetna Life	6,067,294	3,154,950	7,691,694
7. Amer. Mut. Liab.	5,689,416	2,088,827	4,466,353
8. Globe Ind.	5,629,826	2,230,309	5,665,229
9. Aetna Cas.	5,567,862	1,127,661	3,483,070
10. Lumb. Mut., Ill.	5,540,073	1,745,960	4,190,351
Amer. Motor	1,112,497	330,653	1,018,603
11. U. S. F. & G.	5,378,603	2,279,587	5,135,504
12. Gen'l Ac.	5,338,852	1,901,635	4,908,923
13. Utica Mut.	4,804,263	1,914,571	4,372,892
14. Royal Ind.	4,425,604	1,616,471	3,870,453
Eagle Ind.	1,665,943	584,468	1,492,115
15. Zurich	4,246,695	1,513,764	3,732,306
16. New Amsterdam	4,152,813	1,817,282	3,804,001
U. S. Cas.	1,550,776	778,831	1,438,755
17. Empl. Liab.	4,129,650	1,599,699	3,880,337
Am. Empl.	806,590	293,790	704,354
18. Metropol. Life	3,765,109	1,774,586	3,637,047
19. Cont. Cas.	3,641,112	1,307,681	3,455,084
Nat'l Cas.	482,931	162,240	406,990
20. Maryland Cas.	3,588,679	1,572,921	3,483,539
21. Mass. Bond.	3,464,228	1,536,887	3,690,172
22. Indem. No. Am.	3,004,219	866,731	2,768,251

Bureau Takes Offensive in Safe Driver Conflict

Distributes Strong Endorsements of Plan by Public Officials and Agents

NEW YORK—Company members of National Bureau of Casualty & Surety Underwriters are circulating among their agents reproductions of a letter from Stowe Wilder of John Sise & Company, general agency at Portsmouth, N. H., addressed to George Scott, assistant secretary National Association of Insurance Agents, in which Mr. Wilder forcefully espouses the bureau's safe driver reward plan.

Mr. Stowe propounds six questions:

1. Will the reward plan help the stock agent representing bureau companies to sell new policies?
2. Will this plan help the agent combat loss of business to mutuals?
3. Is there a better method to accomplish 1 and 2?
4. Have the agents' commissions been cut, and, if so, do agents accept lower commissions from non-bureau companies?
5. Do agents in the National association represent exclusively national bureau companies?

Feasibility of Conference

6. Is consultation between National Bureau of Casualty & Surety Underwriters and National Association of Insurance Agents practical in a matter of this nature? Are the companies involved "agency" companies and was consultation practiced to the extent that it was feasible to do so?

Mr. Wilder takes the position that the safe driver plan will help agents sell new automobile policies because it is the very thing the public wants to get. It is an appeal to the safe driver to be able to get credit and recognition for meritorious driving.

The advertising of the bureau companies in behalf of the plan, according to Mr. Wilder, weakens the effect of the Liberty Mutual in its advertising that it rewards the careful driver. "Agents who distinctly support the stock companies have every reason to be glad that they have a tool for combating mutual competition," he said.

Adequate Advertising Counsel

For the first time, he said, the old-line bureau companies have obtained adequate advertising counsel. Only in the "American Agency Bulletin" he said, "has adverse publicity been pronounced."

Agents, he said, must decide whether they are truly representing bureau companies or whether their viewpoint represents that of a mutual or non-bureau producer. The safe driver plan, he said, is distinctly a tool for the agent who represents bureau companies only. "Any 10, 15, and 20 percent basis," he declared, "merely complicates things and does not permit the insured to shift from one company to another or else tends to make agents grant the greater reward without adequate information concerning the driving records."

Commission Reduction

The commission reduction is immaterial, he said. "What is more important," he said, "is whether or not any agent has complained about this subject who at the same time represents some mutual company that pays him a lower commission on automobile liability insurance than that paid by the bureau companies. Many agents have found that placing some of their business

Takes Official Rank in Fire Companies of Group



JOHN A. DIEMAND

John A. Diemand, executive vice-president of the Indemnity of North America, has now been elected a vice-president of the North America, Alliance and Philadelphia Fire & Marine as well. This is in appreciation of his success in managing the affairs of the indemnity company through discouraging years. Mr. Diemand started in the casualty business 35 years ago as a stenographer in the claim department of the Philadelphia Casualty. Later he became head of the claim department and subsequently joined the Fidelity & Deposit when the F. & D. took over the Philadelphia Casualty. In 1913 he became head of the claim department at the United States head office of the Zurich. Later he became superintendent of agents of the Zurich and in 1916 was transferred to New York as general superintendent of the eastern department. In 1921 he was made assistant United States manager with headquarters in New York. In 1928 he resigned. He served as executive vice-president of the Home Indemnity from 1930 to 1933, when he went with the Indemnity of North America.

in mutuals is the line of least resistance and they know full well that most of the dividend is paid out of the cut in their own commission. How in the world can they expect this to continue and not eventually receive a cut in commissions in the stock bureau companies through the simple economic process of competition?"

The National Bureau companies constitute essentially the strongest bulwark of the American agency system so far as casualty insurance is concerned, according to Mr. Wilder. Those companies are agency minded, he said, and they did investigate the reaction of agents to the plan and their wishes concerning it. "However, as a practical matter," he said, "it would be impossible—and the hue and cry arising concerning the safe driver reward plan proves it—to arrive at a decision that would please all the members of our National association, representing many types of casualty companies."

Symposium Made Public

Public officials and persons prominent in safety work have praised the principle of the safe driver plan as an effective approach to the automobile accident problem, according to a symposium made public by the National Bureau.

Daniel C. Roper, secretary of commerce, said the plan "should have the cooperation of the public" and Mrs. Roberta Campbell Lawson, president of the General Federation of Women's Clubs, said it "may prove a sounding

(CONTINUED ON PAGE 31)

Development of Loss Experience Is Exhibited

Tests for the loss reserves set up by companies on liability and workmen's compensation are found in the standard statement blanks prepared by the insurance commissioners. Schedule P of the blanks deals with loss reserves. The test is found in schedule P, part 5, for liability, and schedule P, part 5-A, for compensation.

There have been charges that the companies reserve too much on losses, and that these excess reserves make an unduly bad loss ratio, with an adverse effect on rates. On the other hand, charges are frequently made that the companies do not set up enough loss reserves to insure their solvency in the long run.

Explanation of Table

Schedule P, parts 5 and 5-A, groups losses according to year policy was written and year losses were incurred. Thus for policies written in 1934 losses in 1934 form one group and losses in 1935 on the same policies another group, and so on for policies written in 1935, 1936, and 1937. The first figure shown for each group is the sum of losses actually paid plus reserves set up on Dec. 31 of the year when the losses occurred. On the statement blank these figures are revised to Dec. 31 of each year until Dec. 31, 1937, but in the showings herewith the intermediate revisions are omitted. Also groups 36-37 and 37-37 are left out because there are no revisions for comparison.

Hence in this table the first figure in the column of years indicates the year the policy was written and the second the year the losses occurred. The middle column gives losses paid plus reserves on Dec. 31 of the year the losses occurred. The last column revises the same item as of Dec. 31, 1937.

In some cases the companies have not followed the blank absolutely. Their figures are given as reported on their statements as filed.


The figures in the second and third columns are in thousands of dollars, the last three digits (000) being omitted. The statement is shown for practically all companies licensed in New York, plus a few others.

	Years	LIABILITY		Years	Dec. 31, 1937	Dec. 31, 1937
		Yr. of Loss	Yr. of Loss			
Assoc. Ind.	34-34	343	314			
	34-35	222	198			
	35-35	353	306			
	35-36	247	234			
	36-36	435	347			
Bankers Indem. ✓	34-34	428	584			
	34-35	367	362			
	35-35	491	495			
	35-36	425	400			
	36-36	487	486			
Car & General ✓	34-34	357	348			
	34-35	248	252			
	35-35	399	368			
	35-36	303	291			
	36-36	737	641			
Century Indem. ✓	34-34	1,226	1,288			
	34-35	502	460			
	35-35	1,030	1,016			
	35-36	491	435			
	36-36	1,034	1,098			
Columbia Cas. ✓	34-34	84	43			
	34-35	85	58			
	35-35	72	54			
	35-36	145	124			
	36-36	199	163			
Commercial Cas. ✓	34-34	810	880			
	34-35	487	458			
	35-35	1,041	945			
	35-36	473	444			
	36-36	1,062	837			
Continental Cas. ✓	34-34	1,417	1,452			
	34-35	1,061	1,023			
	35-35	1,481	1,410			
	35-36	1,134	998			
	36-36	2,016	1,899			
Eagle Indem. ✓	34-34	733	604			
	34-35	368	285			
	35-35	589	405			
	35-36	354	297			
	36-36	627	464			
Employers Liab. ✓	34-34	4,366	5,399			
	34-35	1,845	1,885			
	35-35	4,151	4,875			
	35-36	1,872	1,558			
	36-36	4,663	4,254			
Employers Reins. ✓	34-34	977	1,230			
	34-35	688	547			
	35-35	1,027	1,187			
	35-36	627	747			
	36-36	1,480	1,472			
Europ. Gen'l Reins. ✓	34-34	456	784			
	34-35	488	577			
	35-35	558	800			
	35-36	586	564			
	36-36	1,168	1,307			
Excess ✓	34-34	543	754			
	34-35	554	444			
	35-35	712	744			
	35-36	484	525			
	36-36	591	456			
Fidel. & Cas. ✓	34-34	2,808	2,685			
	34-35	1,807	1,684			
	35-35	2,757	2,759			
	35-36	1,743	1,653			
	36-36	2,306	2,798			
Fireman's Fd. Ind. ✓	34-34	613	592			
	34-35	477	449			
	35-35	716	670			
	35-36	447	454			
	36-36	841	834			
First Reins. ✓	34-34	113	135			
	34-35	79	83			
	35-35	1	2			
	35-36	5	20			
	36-36	6	1			
Gen'l Acc. ✓	34-34	2,726	2,792			
	34-35	2,344	1,704			
	35-35	2,924	2,620			
	35-36	2,516	2,616			
	36-36	3,063	2,969			
Gen'l. Cas., Wis. ✓	34-34	136	...			
	34-35	61	...			
	35-35	201	...			
	35-36	98	...			
	36-36	224	...			
Gen'l Reins. ✓	34-34	164	288			
	34-35	211	216			
	35-35	280	438			
	35-36	427	337			
	36-36	580	558			
Glens Falls Ind. ✓	34-34	899	989			
	34-35	517	450			
	35-35	1,166	1,110			
	35-36	553	470			
	36-36	1,136	962			
Globe Indem. ✓	34-34	2,930	2,448			
	34-35	1,680	1,425			
	35-35	2,469	2,057			
	35-36	1,511	1,309			
	36-36	2,898	2,432			
Great Amer. Ind. ✓	34-34	1,642	1,392			
	34-35	769	688			
	35-35	1,508	1,433			
	35-36	946	884			
	36-36	1,727	1,605			
Great Lakes Cas. ✓	34-34	49	50			
	34-35	31	44			
	35-35	77	77			
	35-36	63	67			
	36-36	129	148			
Hartford Acc. ✓	34-34	5,119	5,099			
	34-35	3,376	2,881			
	35-35	5,435	4,834			
	35-36	3,165	2,669			
	36-36	5,978	4,378			
Hawkeye Cas. ✓	34-34	118	118			
	35-35	54	60			
	35-36	32	30			
	36-36	62	61			
Home Ind. ✓	34-34	363	423			
	34-35	216	189			
	35-35	545	603			
	35-36	278	256			
	36-36	727	690			

(CONTINUED ON PAGE 32)

Casualty Net Premiums and Paid Losses in 1937 in NEW YORK

	Total		Auto. Liab.		Other Liab.		Work. Comp.		Fidelity-Surety		Plate Glass		Burglary-Theft		Prop. D. & Coll.	
	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses	Premia.	Losses
A. & C. of Winterthur	21,984	3,374	7,194	90	4,467	210	1,618	0	1,083,119	179,216	2,472	18	3,108	2,713	1,470	51
Aetna Cas.	5,567,862	1,127,651	800,392	208,337	181,967	4,933	2,045,085	217,571	1,083,119	179,216	180,412	56,880	462,585	142,530	575,105	206,431
Aetna Life	6,067,294	3,154,950	1,767,396	676,516	1,804,803	664,836	1,466,515	1,341,070								
Allstate Ins. Co.	413,022	97,769	344,869	82,190												
Amal. M. Auto. Cas.	405,004	193,149	405,004	193,149												
Amer. Auto., Mo.	290,506	123,773	246,749	107,606												
Amer. Employ.	806,590	293,790	240,537	97,480	146,730	27,893	217,195	103,413								
Amer. Motorists	1,112,497	330,663	866,376	231,458	14,043	1,547										
Amer. Mut. Liab.	5,689,416	2,088,827	803,731	186,351	308,339	128,817	4,181,748	1,684,118								
Amer. Reins.	1,914,369	366,493	331,590	221,607	141,543	81,002	91,770	2,516								
Amer. Surety	2,199,587	535,930	248,478	108,655	138,905	40,009	181,947	88,585	1,432,743	242,890						
Arex. Indem.	21,053	2,948	2,504	0	5,077	230	10,358	1,164								
Assoc. Indem.	28,412	10,209	10,935	6,993	13,990	1,629										
Bakers Mut.	501,184	106,653			81,109	21,867	414,232	128,596								
Bankers Indem.	1,308,511	629,967	394,325	223,275	274,688	124,926	406,094	187,687								
Butchers Mut. Cas.	1,083,689	326,860	24,403	515	34,587	3,552	1,005,101	314,953								
Car & General	558,048	122,160	59,422	39,123	27,082	27,381	152,138	42,333								
Century Indem.	2,087,129	867,328	592,826	222,191	441,798	151,221	572,174	306,416								
Citizens Cas.	669,990	270,022	556,673	223,213	1,439	1,777										
Coal Merch. Mut.	346,265	145,817					346,265	145,817								
Columbia Cas.	375,110	101,569	78,690	19,358	69,890	20,139	61,547	34,639								
Commercial Cas.	1,185,020	769,607	184,665	104,402	185,114	142,682	35,934	72,445								
Consolidated Taxp. M.	420,456	119,662			420,456	119,662										
Continental Cas.	3,641,112	1,307,681	846,297	247,065	610,950	167,269	838,586	321,627								
Eagle Indem.	1,665,943	584,468	535,422	210,977	367,875	115,858	328,060	142,290								
Employers Liab.	4,129,659	1,599,699	717,806	281,228	1,096,576	269,395	1,640,206	857,814								
Employers Reins.	1,637,522	460,292	938,723	316,112	269,137	19,719	53,390	22,052								
Europ. Genl. Reins.	2,070,237	577,448	710,442	206,406	254,287	75,310	6,252	4,412								
Excess	188,749	219,920	120,832	134,038	34,321	63,122	16,887	9,417								
Exch. Mut. Indem.	1,050,956	477,476	296,530	112,955	45,405	26,264	630,790	292,407								
Factory Mut. Liab.	679,383	132,867	541,822	92,419												
Fidelity & Cas.	6,424,123	2,623,578	1,364,418	566,577	1,081,592	409,291	1,937,672	1,016,271								
Fidelity & Deposit	28,412	696,081														
Fireman's Fund Ind.	1,961,385	657,878	674,346	199,334	347,048	100,503	392,872	246,914								
First Reins.	26,454	879	0	0	1,476	0										
General Acci.	5,338,835	1,901,635	3,318,323	1,144,106	480,547	118,601	630,353	327,367								
General Reins.	820,591	241,728	270,247	65,038	125,948	9,398	60,847	19,844								
Glens Falls Indem.	2,500,172	864,462	730,720	282,772	417,640	114,547	584,886	214,371								
Globe Indem.	5,629,826	2,230,309	1,598,815	602,704	1,158,290	386,861	1,604,929	853,848								
Great. Amer. Indem.	2,916,189	1,060,438	730,667	281,100	846,649	248,403	807,551	368,103								
Greater N. Y. Taxp.	1,444,794	736,497			1,444,794	736,497										
Guar. of No. Amer.	65,806	8,832														
Hdwa. Mut. Cas. Wis.	1,087,696	295,610	486,572	110,435	60,707	15,345	589,963	110,682								
Hartford Acci.	7,922,252	3,145,472	1,898,932	816,516	1,375,750	458,606	2,332,768	1,198,022								
Home Indem.	593,321	237,416	166,097	89,127	116,867	61,736		14,520								
Hudson-Mohawk M.	209,094	133,432			4,530	6,825	244,356	126,607								
Indem. of N. Amer.	3,004,219	866,731	708,425	192,991	568,109	133,914	445,232	218,701								
Interboro. Mut.	1,971,947	746,884	781,568	229,519	137,070	51,761	876,539	407,995								
International Fidel.	4,795	0														
Jamestown Mut.	1,650,750	510,819	471,181	113,505	51,557	2,016	1,005,405	353,025								
Liberty Mut. Mass.	9,869,894	3,553,011	1,992,988	617,609	1,064,551	295,416	6,185,626	2,414,638								
London Guar.	824,591	304,419	239,076	100,399	108,690	59,755	356,695	24,952								
London & Lanc.	1,118,697	459,430	459,324	179,772	273,681	88,341	197,896	86,404								
Lumb. Mut. Cas. Ill.	5,540,073	1,745,960	2,881,957	932,926	434,481	86,703	1,488,351	489,415								
Lumb. Mut. N. Y.	1,364,740	487,368	93,394	37,591	106,635	42,399	1,098,780	402,030								
Man. Mut. A. N. Y.	642,761	352,919	534,649	301,684												
Mfrs. Cas.	427,255	161,651	342,604	105,505	1,034	3,440	2,134	13,047								
Maryland Cas.	3,588,679	1,572,921	1,002,900	578,206	503,811	184,652	841,187	501,700								
Mass. Bonding	3,404,228	1,536,887	683,068	309,291	789,118	336,893	1,070,931	571,700								
Medical Protect.	5,398	7,350			5,398	7,350										
Merchants Indem.	125,477	26,680	81,788	14,649	11,806	1,804										
Merchants Mut. Cas.	1,714,367	713,315	1,082,032	457,030	47,346	9,949	267,453	106,141								
Metropolitan Cas.	1,657,475	604,326	497,245	207,802	488,694	97,817	82,010	81,390								
Mut. Mut. Aut. Cas.	435,097	320,212	435,002	320,132												
Mutual Cas.	100,136	55,147	15,331	10,940	7,717	0	77,143	43,155								
National Cas.	482,931	162,240	59,222	22,478	54,655	8,432	56,478	18,264								
Natl. Grange Mut.	519,251	110,809	406,472	78,142												
National Surety	2,353,294	557,683														
New Amsterdam	4,152,813	1,817,282	1,038,196	478,307	810,216	374,591	1,382,046	653,906								
New York Cas.	747,802	263,355	202,506	113,401	142,104	53,268	111,053	39,577								
N. Y. Print's & Bind.	329,251	168,116														
Norwich Un. Indem.	62,875	242,979	10,146	135,598	10,483	46,769	12,917	47,291								
Occidental Indem.	14,959	850			8,063	70	5,113	420								
Ocean Acci.	2,186,771	955,877	572,042	279,330	374,888	163,212	691,992	330,525								
Peerless Cas. N. H.	106,204	7,900	49,439	6,152												
Phoenix Indem.	757,567	401,176	180,055	120,958	231,227	180,114	181,582	113,510								
Preferred Acci.	1,295,407	526,393	786,694	288,461	43,353	2,001										
Protective Indem.	213,275	79,555	104,152	42,573	1,376	0										
Public Serv. Mut.	994,188	561,454	983,307	561,189	525	0	8,788	20								
Provident A. & W. Cr.	676	581	512	509												
Red Cab. Mut. Cas.	397,917	177,827	397,078	177,827												
Royal Indem.	4,425,604	1,616,471	1,466,106	517,063	758,126	240,016	1,076,462	587,444								
St. Paul-Merc. Ind.	139,585	56,206	22,097	9,192	7,150	7,065	6,364	2,294								
Seaboard Surety	197,786	9,316														
Security Mutual	328,840	242,439	87,254	103,754	67,680	45,475	131,647	81,400								
Security Taxp. Mut.	320,852	101,680			320,852	101,680										
Standard Acci.	2,583,911	1,003,293	562,730	191,480	568,859	143,931	763,090	406,125								
Standard Sur. & Cas.	1,495,505	765,252	568,209	398,873	191,856	66,651	413,856	178,255								
State Fund, N. Y.	22,388,366	10,198,520														
Sun Indem.	1,761,606	907,822	637,541	429,041	284,818	140,478	405,191	176,066								
Travelers	16,275,889	6,909,345	4,484,103	1,813,020	3,346,366	864,603	6,387,539									



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(CONT'D FROM PRECEDING PAGE)

(CONT'D FROM PRECEDING PAGE)			Premia.	Losses	
Monarch Life	399,571	183,166	General Accl.	12,841	1,247
Mutual Benefit H. & A.	79,134	12,501	General Reins.	2,841	0
National Cas.	280,318	105,256	Globe Indem.	52,668	4,604
New Amsterdam	89,457	33,106	Hartford S. B.	371,367	44,777
No. Amer. Accl.	583,934	175,711	London Guar.	10,621	2,816
Norwich Un. Indem.	8,910	4,587	Lumbermens Mut. Cas.	22,858	1,037
Occidental Indem.	840	2	Mutual Boiler	27,747	133
Ocean Accl.	133,936	59,163	Maryland Cas.	39,330	15,431
Peerless Cas. N. H.	3,615	0	Ocean Accl.	48,074	2,982
Phoenix Indem.	56,519	12,034	Phoenix Indem.	3,065	382
Preferred Accl.	114,255	27,583	Royal Indem.	69,693	19,723
Prot. Indem.	4,984	1,489	Security Mutual	3,269	0
Prov. Accl. & Wh. Cr.	163	71	Travelers Indem.	199,580	20,642
Prudential	298,232	110,614	Total, 1937	\$ 1,176,950	\$ 140,045
Royal Indem.	60,185	17,441	Total, 1936	853,959	138,509
St. Paul-Merc. Indem.	90	0			
Secur. Mut. Cas.	83	1,795	ENGINE AND MACHINERY		
Standard Accl.	73,781	23,651	Aetna Cas.	\$ 8,752	\$ 25,535
Standard Sur. & Cas.	45,433	16,062	Amer. Employ.	205	3,000
Sun Indem.	49,335	15,912	Amer. Reins.	5,649	5,346
Travelers	2,057,878	930,272	Columbia Cas.	12,150	1,246
United Cas.	97,030	36,779	Continental Cas.	299	0
U. S. Casualty	52,736	19,700	Eagle Indem.	5,180	273
U. S. F. & G.	150,747	64,300	Employers Liab.	4,441	1,203
U. S. Guar.	1,738	25	European Gen. Reins.	—6,536	—
Zurich	107,258	52,101	Excess Ins. Co.	—636	0
Total, 1937	\$15,777,805	\$7,735,631	Fidelity & Cas.	18,990	1,776
Total, 1936	14,738,974	7,046,493	General Accl.	2,059	412
STEAM BOILER			General Reins.	150	0
Aetna Cas.	\$ 1,043	\$ 0	Globe Indem.	14,303	3,430
Amer. Employ.	4,870	920	Hartford S. B.	243,771	95,494
American Motorists	884	0	London Guar.	397	0
Amer. Reins.	5,054	1,887	Lbrmen's Mut. Cas., Ill.	3,445	1,512
Arex Indem.	273	0	Maryland Cas.	15,614	28
Columbia Cas.	8,692	391	Mutual Boiler	23,940	159
Continental Cas.	6,835	393	Ocean Accl.	—10,371	2,043
Eagle Indem.	26,915	—2,231	Phoenix Indem.	148	0
Employ. Liability	82,785	13,894	Royal Indem.	22,943	9,589
European Gen. Reins.	—773	—3,373	Security Mutual	3,736	0
Excess	—15	0	Travelers Indem.	26,445	2,261
Fidelity & Cas.	156,397	15,390	Total, 1937	\$ 395,074	\$ 153,403
			Total, 1936	194,302	41,064



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DIVISION OF KEMPER INSURANCE

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CHICAGO, ILL.

SPRINKLER LEAKAGE

	Premia	Losses
Aetna Cas.	\$ 259,201	\$ 79,987
Maryland Cas.	21,653	8,396
Total, 1937	\$ 280,854	\$ 88,183
Total, 1936	287,549	93,711

CREDIT

	Premia	Losses
Amer. Credit Indem. . . .	\$ 307,983	\$ 17,143
Employers Reins.	29,612	—427
European Gen. Reins. . .	86,921	4,927
General Reins.	0	—3,461
London Guar. & Accl. . .	289,954	52,667
National Surety	0	—1,875
Ocean Accl.	0	—1,349
Total, 1937	\$ 714,470	\$ 67,625
Total, 1936	500,556	82,937

LIVE STOCK

	Premia	Losses
Hartford Accl.	\$ 1,374	\$ 300
Hartford L. S.	60,646	33,461
Total, 1937	\$ 62,020	\$ 33,761
Total, 1936	47,846	31,324

WATER DAMAGE

	Premia	Losses
Commercial Cas.	\$ 445	\$ 25
London Guar. & Accl. . .	392	0
Metropolitan Cas.	875	794
Great Amer. Indem. . . .	18,471	0
Indem. of No. Amer. . . .	8,059	3,220
Phoenix Indem.	580	0
U. S. F. & G.	2,786	411
Total, 1937	\$ 31,608	\$ 4,450
Total, 1936	10,113	8,610

Dull Urges Concentrated Stock Insurance Message

In an address given at a series of regional meetings of the New York State Association of Local Agents, Floyd N. Dull, vice-president Continental Casualty, advocated more effective propagation of the stock insurance idea. He appeared before meetings in Peekskill, Brooklyn and Huntington. He commended the efforts of the stock fire people in the Business Development Office.

The combined forces of the stock companies, including officers, directors, stockholders and employees, as well as producers should get across to the public the principles involved, he said. He urged that the arguments be simplified and reduced in number. He said there is no better argument to reach those business men who are lured by the idea of saving money by short circuiting the agents than that the cooperative principle can and may be applied to all types of business.

"Business men generally," according to Mr. Dull, "think their own profit is entirely legitimate and is not a 'costly commission' but a well earned charge for their services. They and we do not look ahead. I believe I could start a cooperative or mutual hardware store in my own town today and get more than half of our druggists to go into it."

If the American agency system is on trial, as frequently asserted, he declared, the business generally and the whole social order are on trial. The American agency system is not on trial insofar as its right to a fair price for its system and its service is concerned.

Commissions would be too high if the producer were merely a salesman. However, the agents provide a multiplicity of service that the buyer can procure nowhere else.

Aetna Alumni Elect

MILWAUKEE—The Wisconsin chapter Aetna Alumni Club, composed of Wisconsin men who have taken the Aetna Casualty training course at Hartford met here and elected Noel G. Wood president; Sylvester Ludington and F. J. Biagli, Jr., vice-presidents; E. M. Swanson, secretary; Ellis Morgan, treasurer, and R. A. Wick, sergeant-at-arms. A. L. Wortman, Milwaukee branch manager; Amos E. Redding, F. W. Potter and W. W. Ellis of the home office were elected to honorary membership.

Talk on Safe Driver Plan

MILWAUKEE—Harry Leavem and John Egloff of the Travelers' home office spoke at a meeting of agents arranged by Norman R. Clark, local manager. Features of the new safe driver reward plan were explained.

PERSONALS

H. A. Behrens, president Continental Assurance and chairman of the Continental Casualty of Chicago, arrived home last week from a visit to his home on Belvidere Island, San Francisco Bay where he and Mrs. Behrens went to attend the wedding of a niece. He and Mrs. Behrens will go to Bermuda for Easter.

The American Mutual Liability is issuing a new magazine called "Watch." It is prepared for policyholders as part of an extensive home and highway safety service which the company has undertaken. The hazards of street and home are shown in pictures. With these cuts, both adults and children see graphically where danger lurks.

Richard W. Faulkner, vice-president of the Woodmen Accident company, is recovering in a Lincoln, Neb. hospital from an acute attack of ptomaine poisoning.

J. H. De Chant, 50, supervisor of the payroll audit division of the Travelers in Milwaukee for more than 20 years, died at his home there after an illness of six months. He went to the Milwaukee office from Canton, O., 24 years ago and was widely known throughout Wisconsin.

E. H. O'Connor, assistant secretary of the United States Casualty and vice-president of the National Accident & Health Association, was in Chicago this week en route to Denver, where he will make his headquarters for several weeks.

President Vincent Cullen of the National Surety and Sherman Drake, agency director, visited Los Angeles on a trip which has taken them to New Orleans, Houston, Dallas and other cities. They will also visit the Pacific northwest and the Rocky Mountain territory.

Arthur D. Grose, superintendent of the Employers Liability publicity department, has secured some first hand information on the desirability of accident insurance by breaking his ankle.

J. P. Waite, special agent for the liability department of the Travelers at 85 John street, New York, died at his home at the age of 58.

R. C. Hamilton, retiring as comptroller of the Hartford Accident & Indemnity after 24 years of service, was given a dinner by more than 100 of the older members of the staff. W. H. Vanderbeck was toastmaster, and speakers included R. W. Mullen, R. G. Jordan, C. W. Collier, J. W. Piper and W. N. Pike. A minstrel show was put on by F. W. Barry, J. H. Garneau, B. C. Carroll, A. A. DuHamel and J. F. Mackey.

Annual Campaign Started

The Chicago branch office of the Continental Casualty in the Insurance Exchange has started its annual production campaign to qualify for attendance at the Knollwood country club all-day outing in June. Every class of business except fire will count toward qualification. Requirement is at least 20 pieces of business for a minimum of \$1,000 premium. Each piece of life insurance business counts as two applications. The qualification period is April 1-May 31.

Only 25 Percent Covered in R. I.

PROVIDENCE, R. I.—A checkup by Rhode Island casualty agents, in their drive to popularize the new \$1,000 automobile liability policy discloses that only about 25 percent of the more than 100,000 passenger automobiles registered in this state carry full liability and property damage insurance.

ACCIDENT AND HEALTH

Regional Meetings Held by H. & A. Conference

A regional meeting of the Health & Accident Underwriters Conference was held in Kansas City last week, with 30 representatives of 11 member companies in attendance. Harold R. Gordon, executive secretary, was in charge.

Among the topics discussed were greater uniformity in the phraseology of certain policy provisions, allocation of cost, including the division of the premium to claims and claim expense, home office, acquisition cost, taxes and reserves; the selection and training of home office personnel, and hospital insurance. The growing interest in hospitalization coverage has led to the belief that it is soon likely to develop from a supplemental cover in an accident and health policy into a major line for companies writing that class. There was some discussion of the possibility of having several different policies for this rapidly growing field, to appeal to various pocketbooks and desires.

Those in attendance included executives of the Business Men's Assurance, American Savings Life, Reserve Mutual Casualty, National Protective and Employers Reinsurance, all of Kansas City; Mutual Benefit Health & Accident, Omaha; Woodmen Accident and Midwest Life, Lincoln, Neb.; International Travelers Assurance, Dallas, Tex., and Colorado Life, Denver.

Another regional meeting is being held Thursday of this week in Milwaukee, primarily for the Milwaukee companies.

McCrary Made Vice-president

R. H. McCrary, who has been in the bond and investment business in Des

Moines, has been appointed vice-president of the American Republic and National Benefit of that city. He will be in charge of development of sales for both companies. Watson Powell, veteran accident and health executive, is president of the American Republic and secretary-treasurer of the National Benefit.

Detroit Congress April 22; Plan for A. & H. Week

DETROIT—The annual sales congress of the Detroit Accident & Health Association, designed to pep up salesmen for Accident & Health Insurance Week, will be held April 22, President E. B. Brink, Mutual Benefit Health & Accident, announced at the March meeting. Frank Walton, supervisor of the Brink agency, will act as general chairman of the congress committee.

Will Seek Proclamations

Efforts will be made to have the governor and mayor sign proclamations setting aside the week of April 25 as Accident & Health Week in Michigan and to secure a group of nationally known speakers for the congress. Mention of the week will be sought in radio and newspaper advertising of merchants and others and a group of speakers will be organized to give five-minute talks on accident and health insurance before luncheon clubs during the week. Several plans for local publicity stunts were also discussed.

A. H. Creutz, Bates-Creutz agency, was appointed chairman of the committee to secure the proclamation and K. H. O'Connor, Maccabees, chairman of a committee to handle the printing in connection with the congress and week. Arrangements were made to hold a "mil-

lionaires' party" prior to the congress to aid in financing it.

Mr. Brink showed colored motion pictures of several Mediterranean countries which he recently visited on a 15,000-mile cruise.

Seeks Approval of Policies

BOSTON—The American Mutual Liability, which is to go more extensively into the accident and health business, is sending out its new policy forms to the insurance departments of the states in which it is entered for approval. It is awaiting the results of this canvass before making formal announcement of the character of its new policies. The manual is being made up and other preparations completed with the expectation that it will be ready to issue the new policies about May 15.

"Count" Mueller's New Setup

E. H. Mueller, general agent of the accident and health department of the Pacific Mutual Life in Milwaukee, has renewed his representation of the Provident Life & Accident on a general agency basis, which he relinquished five years ago when he went to the Pacific Mutual. The arrangement in no way changes his status with the Pacific Mutual and is made with the consent of that company. There are about 100 agents still representing the Provident in Wisconsin and about \$50,000 in premiums in force. It is that business that Mr. Mueller will service in the future.

Local Talent in Milwaukee

At the March luncheon meeting of the Milwaukee Accident & Health Association, the program was presented by members. The speakers included Glenn W. Medler, Aetna Life, "Taking the 'Umph' Out of Business"; H. R. Adams, Old Line Life claim adjuster, "The Humorous Side of Claim Settlements," and Leo E. Packard, general agent

Loyal Protective Life, on "Service to the Policyholder." The question box, which has become an especially interesting feature of the Milwaukee meetings, was conducted by R. L. Paddock of the Time.

S. C. Carroll, vice-president Mutual Benefit Health & Accident Underwriters Conference, will speak April 14 on "You Can't Save It for Tomorrow." Accident & Health Week will be promoted in Milwaukee and Wisconsin by a committee consisting of R. L. Paddock, chairman; Leslie Eaton, C. E. Furer, Herbert Adams, Thomas Callahan and N. O. Knudson.

Heath to Operate in Detroit

As supervisor in the group division of the Metropolitan Life, F. A. Heath's duties will be confined to supervisory work in certain districts in Detroit. No changes have been made in the personnel of the group division office headed by E. A. Tomlinson, division sales manager, which has supervision over several states.

Hospital Plan Is Extended

The Plan for Hospital Care, which has been functioning for some months in and around New Haven, Conn., has enlarged its activities to include Waterbury. Several Waterbury hospitals have become members of the organization, which guarantees hospital care for 21 days to ten or more people employed in any one shop, store, factory, office, etc., for payment of 75 cents per month, deducted from pay. For 50 cents additional the wife or husband of insured is accepted, and 25 cents more per month will cover all children under 19.

Companies writing group life insurance offer a similar coverage in connection with it, providing at a cost of 77 cents monthly \$4 per day for 70 days, and including anesthetics, x-rays, operating and laboratory expenses to a max-

SEABOARD SURETY COMPANY

C. W. FRENCH, President

Financial Statement—December 31, 1937.

ASSETS		LIABILITIES	
Stocks and Bonds	\$2,941,255.15	Reserve for Unearned Premiums . .	\$ 740,619.41
(New York Ins. Dept. Valuation Basis)		Claim Reserve	534,837.00
Cash in Office and Banks	597,635.26	Voluntary Reserve	265,000.00
Accrued Interest	13,575.03	Other Reserves	243,115.47
Outstanding Premiums	207,195.49	Capital Stock	1,000,000.00
(Not over 90 Days)		Surplus over all Liabilities	1,000,000.00
Accounts Receivable	23,910.95		
Total Admitted Assets	\$3,783,571.88	Total Liabilities	\$3,783,571.88
	(Surplus to Policyholders, \$2,000,000.00)		

Securities carried at \$356,031.17 in the above statement are deposited for purposes required by law.

HEAD OFFICE: 80 JOHN STREET, NEW YORK, N. Y.

imum of five times the daily benefit. The plan covers 14 days for pregnancy, whereas the Plan for Hospital Care covers pregnancy only after one year from the date the woman has become a member.

San Antonio Wins Contest

In a February production contest between the Cincinnati agency of the accident and health department of the Provident Life & Accident and the Coleman & Co. agency of that company in San Antonio, Tex., Elmer J. Edwards, manager, the San Antonio agency was victorious and was awarded a silver loving cup. Cameras were awarded to the five leading producers of the agency. The competing agency forces were given the names of the baseball teams in the two cities, Cincinnati Reds and San Antonio Missions.

Forbes on Coast Trip

C. E. Forbes, chairman of the board of the Mutual Benefit Health & Accident and United Benefit Life of Omaha, is spending two weeks in San Francisco and the East Bay territory, conferring with Roy E. Mattice, recently appointed manager at San Francisco, and D. M. Brovan, manager at Oakland. He will

also spend some time with E. S. Hall, manager at Los Angeles, before returning to Omaha.

Pennsylvania Correction

The sprinkler leakage experience in Pennsylvania in 1937 as published last week was not complete. The revised figures are given below. This does not affect the totals.

	Premiums	Losses
Aetna Casualty.....	\$25,714	\$ 4,935
Commercial Casualty....	78	33
Indemnity of No. Amer....	3,640	913
Maryland Casualty.....	12,567	4,597
Total, 1937.....	\$41,999	\$10,483
Total, 1936.....	39,667	41,349

Group Cover Discussed

PITTSBURGH—Group accident and health coverage was explained by R. R. Dodson, Pittsburgh manager General American Life, at the meeting of the Pittsburgh Accident & Health Managers Association. A special meeting will be held early next month to form committees for National Accident & Health Week.

Linehan General Agent

Charles H. Linehan, a leading producer of the Northwestern Mutual Life

in greater Boston, has been appointed general agent of the Massachusetts Accident and will develop accident and health lines.

Davis at Home Office

Charles H. Davis of Chicago, manager of the eastern railroad department of the Pacific Mutual Life, has been at the home office the past week.

Illinois Auditor Gives More Suggestions to Banks

State Auditor Barrett of Illinois has issued a second bulletin regarding insurance coverage for banks. Due to several unfortunate experiences he is seeking to induce the banks to carry adequate insurance protection, particularly insofar as fidelity is concerned. In the second bulletin he gives a lucid explanation of the difference between various types of bonds and he expresses preference for bankers blanket bonds. Mr. Barrett states that 60 percent of bank insurance losses result from employees' defalcations or embezzlements. He suggested that the fidelity exposure of a bank can be roughly ascertained by computing the daily turnover as repre-

sented by the totals of the following transactions:

1. Amount of checks cashed over counter for customers.
2. Amount of deposit of checks drawn on that particular bank and deposited by customers.
3. Amount of clearings being carried by messenger or transported by employees.
4. Amount of income clearings.
5. Amount of sales of securities made by bank.
6. Amount of collateral normally taken in connection with loan business.

This total, he said, should be added to the amount of cash on hand and highly negotiable securities owned.

He warns bank directors against attempting to "settle the matter quietly" when an act of infidelity is discovered. In doing so they may be seriously jeopardizing their insurance protection.

He suggested that the banks have insurance surveys made to give them a brief and comprehensive picture of their protection.

The auditor states that he has encountered some carelessness in connection with fire insurance covering chattel property pledged under chattel mortgages. The bank should see that the insurer of the chattel property is notified, acknowledges the mortgage and agrees to keep the policy in force.

policyholders and agents

know B & M

as the

"company that

works with you"

because of a policy

of integrated,

personalized cooperation

**BUILDERS & MANUFACTURERS
CASUALTY COMPANY**

120 South LaSalle Street, Chicago, Ill.



State Fund Figures Given

New Argus Casualty Chart Contains Exhibit of Operations of the Various Public Insurance Schemes

A new feature appears in the 1938 edition of the Argus Casualty Chart published by THE NATIONAL UNDERWRITER in the form of an exhibit of the various state compensation funds. Showings are given for the funds in Arizona, California, Colorado, Idaho, Maryland, Michigan, Montana, Nevada, New York, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Utah, Washington, West Virginia and Wyoming. For several of the funds the latest figures were not available, indicating possibly that these state agencies are not as business-like in getting their figures together as are the private companies. Where the 1937 figures were not available, the 1936 and 1935 figures were presented. Entries are given for assets, premium reserve, loss reserve, catastrophe reserve, total liabilities, net surplus, net premiums written, investment income, total income, losses and adjustment expenses paid, dividends, expenses paid, total disbursements, loss ratio and expense ratio.

New York has the largest fund, its premiums in 1937 being \$22,388,366, an increase of about \$4,000,000 from the previous year. Losses paid amounted to \$11,038,300, the loss ratio being 49.3 percent, the expense ratio 8.2.

The California fund had premiums \$10,017,625, an increase of about \$1,800,000. Losses paid were \$3,023,510, the loss ratio being 30.2 and the expense ratio 12.1. Premiums in 1937 of the Oregon fund were \$4,172,084, losses paid \$3,800,166, the loss ratio being 91.1 and expense ratio, 8.6. The West Virginia fund had premiums \$6,319,574, losses paid \$6,517,767, the loss ratio being 103.1, the expense ratio, 4.3. In North Dakota the premiums were \$847,604, losses paid \$594,583, the loss ratio being 70.1 and the expense ratio 7.6. In Idaho the premiums were \$750,253, losses \$633,476, the loss ratio being 84.4 and expense ratio, 10.7.

SURETY MAN AVAILABLE

Young man, 28, College Graduate, experienced, Surety Underwriter and Special Agent, now employed but desires change. Mid-West preferred.

ADDRESS H-44, NATIONAL UNDERWRITER

WORKMEN'S COMPENSATION

Net premiums written by the Ohio fund in 1937 amounted to \$22,052,063, losses paid were \$16,243,302, expenses paid \$1,159,504. The assets are \$52,675,708. This is a monopolistic fund.

Approve Minnesota Changes in Experience Rating Plan

MINNEAPOLIS—Effective May 1, changes in the experience rating plan recommended by the National Council on Compensation Insurance, except the eligibility requirements, will apply in Minnesota.

The rating committee of the Minnesota compensation rating bureau approved the changes and the Minnesota compensation insurance board has also approved them with the exception of the eligibility requirements.

"One of the arguments in favor of the experience rating plan is the fact it acts as an incentive for accident prevention," the board said. "The board is of the opinion that with the preponderance of small risks in this state it would be inadvisable to make any changes in the eligibility requirements which would tend to weaken the arguments in favor of the plan."

On and after May 1 the changes will apply to new and renewal business in Minnesota, J. F. Reynolds, general manager of the bureau, announced.

Uphold Silicosis Award

MADISON, WIS.—The Wisconsin supreme court has upheld the judgment holding the Montello Granite Company liable for disability incurred by two employees who contracted silicosis from inhaling granite dust. The company contended it was not liable because these employees were members of a partnership called the Granite Men's Company, with which the Montello Granite Company had a contract.

The two men, Robert Zellner and Joseph Heller, along with 49 other men, were employed by the Montello Granite Company until it closed down in December, 1932, because of heavy operating expenses. Subsequently the workers formed the Granite Men's Company partnership and entered into a contractual arrangement with their old employer. Under this arrangement they did the same kind of work, received the same pay and generally conducted themselves as before. The purpose of the arrangement was to free the company

from liability under the workmen's compensation act. Zellner and Heller, however, sought compensation as victims of silicosis contracted during employment and the industrial commission made an award.

Report on Utah State Fund

SALT LAKE CITY—C. A. Caine, manager of the Utah state insurance fund, has filed a report covering receipts and disbursements for 1937. The fund was established in 1917, and for the first time in its history last year took in over \$1,000,000 in premiums, with expenses, including salaries, \$57,320, and premium taxes, \$21,262, total \$78,582. Losses paid were \$676,109, making a total of over \$7,000,000 since 1918. The fund now holds, according to Manager Caine, \$1,300,000 with which to mature claims and meet unanticipated losses.

Studying Dust Problem

SAN FRANCISCO—J. W. Rehnel, chief chemist for the Metropolitan Life, spoke to the compensation committee of the California state chamber of commerce on the dust-disease and silicosis problem. Mr. Rehnel is just finishing a survey of the situation in California. He has made similar surveys for the Metropolitan in a number of other states.

Accountants' Annual Meeting

The annual meeting of the Association of Casualty & Surety Accountants & Statisticians will be held next Friday at the Hotel Pennsylvania, New York City. In addition to the election of officers, the agenda includes special committee reports on annual statement, taxes, on fidelity and surety matters, and on casualty accounting problems.

Officers are: G. D. Moore, president; John W. Piper, Hartford Accident, vice-president, and C. G. van der Feen, chief statistician of the National Bureau of Casualty & Surety Underwriters, secretary-treasurer.

Leading Ohio Casualty Writers

The 12 companies that wrote more than \$1,000,000 in casualty premiums in Ohio last year are shown below, with an exhibit of their 1937 losses paid and 1936 and 1935 premiums written:

	1937		1936		1935
	Premiums	Losses	Premiums	Premiums	Premiums
1. State Auto. Mut.	\$3,211,641	\$1,278,274	\$2,892,581	\$2,652,789	
2. Travelers	2,563,506	1,071,726	2,309,463	2,228,695	
Trav. Indem.	787,413	230,099	684,858	703,195	
3. Ohio Cas.	1,885,699	702,212	1,598,388	1,279,406	
4. Buckeye Union	1,864,848	679,306	1,490,577	1,261,700	
5. Farm Bureau Mut.	1,738,932	928,997	1,562,598	1,263,654	
6. Metropol. Life	1,695,331	835,385	1,517,262	1,221,938	
7. Aetna Cas.	1,675,373	356,750	1,497,218	1,457,017	
Aetna Life	976,738	651,149	836,237	849,144	
8. Fid. & Cas.	1,192,281	375,067	961,272	923,809	
9. U. S. F. & G.	1,119,688	443,843	1,076,319	983,188	
10. Amer. Auto.	1,112,306	422,935	972,714	795,053	
11. Hartford Ac.	1,067,705	430,149	940,540	1,001,846	
12. Cont. Cas.	1,055,622	492,980	1,061,383	990,724	
Nat'l Cas.	246,768	135,022	214,558	155,795	

Changes Made in Malpractice Physicians and Dentists Cover

Considerable change has taken place within recent months in physicians and dentists malpractice liability coverage. The change has resulted from a desire on the part of prominent underwriters to avoid any possibility of showing a loss for 1938. One company has reduced its basic limit, another advanced its rates, allowing the basic limit to remain stationary.

The largest writer of this coverage is the Medical Protective of Fort Wayne, Ind., which operates in 17 states and conducts a mail-order business in the other 31. Although the Medical Protective does not write allied lines as druggists, hospitals, osteopaths, opticians, etc. liability, it is the largest writer of malpractice insurance for physicians and dentists exclusively. Having increased its rates, the Medical

Protective issues physicians' policies in limits of \$2,500 for a single claim and \$7,500 total at \$17 and a \$5,000/\$15,000 at \$19. Malpractice policies for dentists, also subject to a rate increase, are issued on a \$2,500/\$7,500 basis at \$15 and \$5,000/\$15,000 at \$17.

Changes Basic Limit

The U.S.F.&G. has reduced its basic limit on physicians' policies from \$10,000/\$30,000 to \$5,000/\$15,000. Dentists malpractice is written at \$5,000/\$15,000, as are its other malpractice policies. This change thus gives them uniformity on all malpractice lines. The Medical Protective change was made some months ago, U.S.F.&G. basic limit reduction became effective March 16.

As the bureau does not have jurisdiction over malpractice insurance, the companies are free to change their rates or basic limits at will and make adjustments commensurate with their experience. Other companies writing a con-

siderable portion of this business are Aetna Casualty, Hartford, Lumbermen's Mutual and London Lloyds. Volume on this business is fairly well maintained although stock companies and mutuals do not push the coverage.

Must be Society Member

Physicians and dentists are required to belong to their local medical or dental societies before being qualified to apply for malpractice coverage. This limitation in underwriting was brought about by the increased number of claims from dentists and physicians not belonging to societies. Thus limiting the writing this coverage has given the companies a fair amount of security that the coverage was issued primarily to ethical practitioners. Societies also offer defense and can be called upon to testify in court as to the member's good practices and character.

Favor Agreement on Fees

SAN ANTONIO, TEX.—A round table discussion of the advantages of agreement as to fees to be charged by the doctors in treating a claimant, was held by the San Antonio Claim Men's Association. The advantages are mutual, patients receiving proper treatment without over treatment. The consequence is that claimants return to work as promptly as their condition justifies; the patient saves time; and the insurance companies save money. Several motion picture films were shown.

Enjoins Auto Owners Group

ST. LOUIS—Circuit Judge Sartorius has issued an order restraining the Automobile Owner's Protective Association from handling adjustment of claims arising out of automobile accidents and other alleged unauthorized practicing of law. A suit against the association was filed by the committee on unauthorized practice of law of the St. Louis Bar Association.

INDEMNITY INSURANCE COMPANY OF NORTH AMERICA

PHILADELPHIA, PENNA.

Financial Statement at Close of Business, December 31, 1937

ASSETS		LIABILITIES	
Bonds and Stocks	\$22,614,532.87	Reserve for Claims	\$12,214,974.00
Valued as required by National Convention of Insurance Commissioners		Reserve for Unearned Premiums	6,428,803.00
Accrued Interest	116,823.73	Accrued Commissions (Not Due) ...	420,444.46
Cash	1,292,714.61	Reserve for Taxes and Expenses	600,000.00
Premiums in Course of Collection (Not over 90 days due)	2,200,397.27	Reserve for Liquidation of Alliance Casualty Company Losses and Expenses	381,952.94
Other Assets	243,582.77	Reinsurance Non-admitted Companies	404,507.07
		Capital	1,000,000.00
		Surplus	5,017,369.78
	\$26,468,051.25		\$26,468,051.25

If actual market values as of December 31, 1937, were used in valuing all stocks and bonds held by the Company at that date the total value thereof would be \$23,054,668.00. In such case the total admitted assets would show as \$26,908,186.38 and the surplus as \$5,457,504.91.

Casualty Business in OHIO in 1937

(CONT'D FROM PRECEDING PAGE)

ACCIDENT & HEALTH		CREDIT	
	Premia		Losses
Accident & Casualty....	182		
Aetna Cas.	17		153
Aetna Life	963,167	628,594	
Allegheny Mut. Cas....	8,578	426	
Alliance Life	1,329	217	
Amer. Casualty	12,083	2,762	
Amer. Employ.	1,740	459	
Amer. Life & Accident..	170,487	51,100	
Amer. Motorists	191	400	
Amer. Reins.	271	316	
Amer. Savings Life	4,656		
Bankers Indem.	6,283	1,290	
Ben. Ry. Employ.	181,080	115,572	
Buckeye Union Cas.			
Bus. Men's Assur.	121,594	42,744	
Central Assur.	141,605	52,007	
Central Health	25,297	11,526	
Central Surety	412	326	
Century Indem.	9,790	1,905	
Columbia Cas.	8,516	1,384	
Columb. Natl. Life	1,458	1,090	
Columbus Dispatch	85,993	67,815	
Columbus Mut. Life....	61,551	28,099	
Commercial Cas.	116,483	28,927	
Conn General	176,107	74,509	
Continental Assur.	28,419	11,538	
Continental Cas.	497,566	276,619	
Craftsman		8,089	4,185
Eagle Indem.		6,406	2,219
Employ. Liab.		17,366	7,594
Employ. Reins.		28,192	7,108
Equit. Life, N. Y.	262,850	114,102	
European Gen'l Reins..	62,662	23,471	
Excess	134	56	
Federal Life, Ill.	41,756	25,518	
Federal L. & C.	64,721	16,125	
Fidelity & Cas.	81,448	35,893	
Fireman's Fund Indem.		11,427	6,594
Firewise Mut. Aid.	52,392	14,814	
First Reinsurance	25,462	7,269	
General Accident	75,318	40,372	
General Amer. Life	29,133	13,435	
General Reinsurance ..	24,642	13,435	
Glens Falls	14,695	2,654	
Globe Cas.	25,278	5,032	
Globe Indem.	28,305	8,483	
Grange Mutual Cas.	744	129	
Great Amer. Indem.	15,451	5,164	
Great Northern Life....	68,675	28,571	
Hartford Accident	38,191	9,321	
Hoosier Cas.	70,648	27,729	
Ill. Bankers Life	39,043	14,272	
Income Guaranty	76,750	29,762	
Indem. No. Amer.	39,385	18,195	
Industrial Union	1,855	195	
Inter-Ocean Cas.	170,269	79,000	
Inter-State Bus. Men's.		13,708	9,011
John Hancock Mut.	36,684	25,682	
Kentucky C. L. & A.	371,072	126,935	
Liberty Mut., Mass.	438		
London Guar.	6,916	1,878	
Lond. & Lane Ind.	10,204	1,591	
Loyal Protective	116,632	50,438	
Lumber. Mut. Cas., Ill..	8,671	2,029	
Mammoth L. & A.	14,665	5,897	
Maryland Cas.	69,093	21,504	
Mass. Acci.	53,085	28,959	
Mass. Bonding	61,947	22,436	
Mass. Casualty	25,410	16,166	
Mass. Indemnity	78,328	18,848	
Mass. Protective	479,995	201,580	
Mercer Cas.	3,800	1,180	
Metro. Casualty	25,825	9,091	
Metro. Life	1,695,331	335,385	
Michigan Life	40,956	20,162	
Michigan Mut. Liab.	3,062	179	
Monarch Life	97,817	49,044	
Mut. Benefit H. & A.	410,499	197,628	
M. Hospitalization Assn.		3,170	652
National A. & H. Pa.	45,908	14,521	
National Cas.	225,994	128,984	
National L. & A.	408,571	156,346	
Natl. Mass. Prov. Assn..		93,034	25,034
New Amsterdam	18,354	13,652	
No. American Acci.	203,975	78,160	
Norwich Union	3,143	1,083	
Ocean Acci.	28,589	6,083	
Occidental Life	201	369	
Ohio Cas.	12,553	754	
Ohio Farmers Ind.	2,235		
Ohio State Life	31,614	10,449	
Old Line, Wis.	114	84	
Pacific Mutual	367,571	221,496	
Pan American Life....	519		
Paul Revere Life	38,662	20,906	
Peerless Casualty	6,694	3,144	
Pennsylvania Cas.	4,970	3,310	
Pennsylvania Indem.	1,984	938	
Phoenix Indem.	4,928	512	
Preferred Acci.	28,753	10,537	
Prot. Indem.	1,623	146	
Prov. L. & A.	163,551	44,823	
Prudential	278,353	173,056	
Reliance Life	51,201	13,626	
Republic Mut.		973	
Royal Indem.	14,835	2,999	
Sick & Acci. Assn.	7,692	2,373	
St. Paul Mercury Ind.		38	
Standard Acci.	40,677	28,676	
Standard Sur. & Cas.	95		
Sun Indem.	9,884	1,377	
Travelers	1,124,760	541,203	
United Benefit Life....	4,565	514	
United Cas.	8,599	2,159	
United, Chicago	109,728	27,140	
U. S. Casualty	28,767	10,187	
U. S. F. & G.	40,838	17,546	
U. S. Guarantee	45		
U. S. Mut. Ben.	31,299	14,880	
Utilities	793	256	
Wash. Natl.	425,996	191,367	
Woodmen Acci.	132,831	81,029	
Zurich	70,556	40,539	
Total, 1937	\$11,652,788	\$5,494,854	
Total, 1936	10,349,929	5,119,766	

Driver Loses Benefit of Statute of Limitations

A curious result of the "long arm" provision of motor vehicle laws, providing that an outside driver can be sued in the state where the accident occurred, seems to be that the driver loses the benefit of the statute of limitations on the claim. A case occurred in New York in which a Connecticut driver was involved. After the accident he returned home.

More than three years after the accident the claimant brought suit and ob-

tained service under the "long arm" provision of the New York financial responsibility law. If the defendant had lived in New York continuously the claim would have been barred. He tried to take advantage of the statute of limitations, on the ground that the claimant could have brought suit in the same way any time after the accident, and therefore he lost no rights or opportunities from the defendant being outside of New York. However the New York appellate division ruled against the driver, in the case of McGuire et al. vs Yellow Taxi Corp., et al., on the ground that the statute of limitations does not run while the defendant is outside the state.

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Avoid lawsuits and denials of coverage.

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Great Lakes Casualty Company
Detroit, Michigan

UNDERSTANDING

Agents representing the Massachusetts Bonding and Insurance Company never have reason to feel that their company holds aloof from their problems.

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NEWS OF CASUALTY COMPANIES

J. R. Plummer New President

A. Morgan Duke is Made Chairman of the Board of the Commercial Standard of Fort Worth, Tex.

J. R. Plummer has been elected president of the Commercial Standard of Fort Worth, succeeding A. Morgan Duke, who becomes chairman of the board. Mr. Plummer has been vice-president and secretary and the operating head of the company. He has been associated with Mr. Duke in a number of enterprises in Texas. Mr. Duke becomes president of the Southland Life after it was merged with the Gulf States



J. R. PLUMMER

Life, he being the president of the latter company. The larger life company will require more of Mr. Duke's time and he desired to throw greater responsibility on Mr. Plummer.

President Plummer in Chicago

President Plummer arrived in Chicago last week and remained over this week in view of the resignation of the former manager in the city and the arrangement for enlarging the service there. Mr. Plummer has had an interesting experience in insurance. He has been the operating officer of the Commercial Standard as Mr. Duke had to give considerable attention to the Gulf States Life.

Mr. Plummer was a public accountant in San Antonio until 1930 when he joined A. Morgan Duke. Mr. Plummer took over his duties in the Commercial Standard about three years ago when Mr. Duke purchased control of that company.

Seaboard Surety's Showing

The Seaboard Surety of New York has assets \$3,783,571, the stocks and bonds being \$2,941,255. The premium reserve is \$740,619, as compared with \$715,000 a year ago. The claim reserve increased from \$451,000 to \$534,000. The voluntary reserve is put at \$265,000, the capital is \$1,000,000 and net surplus \$1,000,000. The premiums last year \$1,355,491. The Seaboard Surety travels along in a quiet but effective way under the management of President C. W. French.

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Audits and Systems

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Telephone: Central 3510

Bituminous Casualty Awards

Rock Island Company Carried Out a Very Interesting Contest Among General Agents and Branch Managers

ROCK ISLAND, ILL.—A number of general agencies and branch offices of the Bituminous Casualty participated in a contest for an attractive trophy, which was awarded to W. A. Schickedanz, president and general manager of the W. A. Schickedanz agency of Belleville, Ill. President H. H. Cleaveland of the Bituminous presented the trophy at the home office here. The contest was planned for general agencies and branch offices which for two or more years have represented the Bituminous Casualty, specializing in workmen's compensation and which developed industrial premium volume in excess of \$100,000. The winners were those whose reports as of Dec. 31, reflected the least amount of delinquent accounts in proportion to business written.

Other Awards Were Made

In addition to the trophy, which will remain in Mr. Schickedanz' possession this year, he received a cash award. Similar awards were presented to the Walsh Insurance Agency, Birmingham, Ala., second place; V. C. McDonald, manager at Louisville. Others participating were C. G. Baeder, manager at Chicago; Hicks-Brady Co., Nashville, Tenn.; J. P. Spillman, manager Kansas City, and W. P. Rollins of Indianapolis. The officials report that there was much interest in the contest and the results were highly satisfactory.

Project New Company to Write Taxicab Business

The General Transportation Casualty of New York that is in process of organization is to be under the aegis of the Checker-Yellow Cab-Parmelee interests. The company is projected with capital of \$300,000, consisting of \$10 par value shares.

Insurance departments in several states, it is understood, have had inquiries from the attorneys that are acting for the sponsors of the new company regarding licensing requirements. It is understood those behind the company have the idea that General Transportation Casualty absorb the taxicab insurance business now being transacted by numerous local insurers that are more or less subsidiaries of taxicab companies.

Mothersill Is President

ST. PAUL—R. V. Mothersill, one of the organizers and for several years vice-president of the Anchor Casualty, has been elected president, succeeding John Seeger, named chairman. Mr. Mothersill formerly was actuary of the Minnesota compensation insurance board.

The Anchor Casualty last year experienced the best year in its history, Mr. Mothersill reports. Assets gained 13 percent to \$1,976,453 and premium income jumped 29.2 percent to \$1,615,170. A \$5 dividend was declared.

Illinois Mutual Report

The Illinois department has released the report of the examination of the Illinois Mutual Plate Glass, 2207 South Oak Park avenue, Berwyn, Ill. The examination is of Dec. 31. Assets are \$57,630 and surplus \$43,948. The department states that 91.56 percent of the assets consist chiefly of real estate. The underwriting expenses incurred amount to 61.7 percent of the premiums earned. The department says that this is partially due to excessive aggregate com-

mission allowed. The company started Feb. 2, 1918, and subsequently took over the Bohemian Citizens Plate Glass. Secretary Gustav Klima gets 17 percent of the gross premiums collected. The company operates only in Illinois. The premiums charged are from 30 to 60 percent below manual. All business is acquired through brokers and commissions paid range from 30 to 35 percent. The premiums last year amounted to \$16,995 and the total income to \$21,417. It paid \$9,301 in losses and its total expenses were \$21,141. The premium reserve is \$8,619.

American Farmers Mut. Auto., Minn.—Assets, \$98,824; inc., \$37,140; unearned prem., \$33,801; loss res., \$7,831; liab. res., \$23,905; surplus, \$27,635; dec., \$1,929. Experience:

	Net Prems.	Losses Pd.
Auto liability	\$ 61,416	\$ 20,712
Fire and theft	15,429	1,364
Auto prop. damage	34,579	9,782
Auto collision	30,534	15,180

Total \$ 141,968 \$ 47,038

Atlantic, Tex.—Assets, \$891,072; dec., \$3,364; unearned prem., \$266,065; loss res., \$39,960; liab. res., \$131,893; capital, \$200,000; surplus, \$211,468; dec., \$60,346. Experience:

	Net Prems.	Losses Pd.
Auto liability	\$ 337,376	\$ 142,941
Other liability	17,889	4,275
Surety	1,164
Plate glass	9,606	5,719
Auto prop. damage	123,756	59,816
Auto collision	4,229	3,217
Other auto	77,006	20,661

Total \$ 571,026 \$ 236,629

California Casualty Indem. Exch.—Assets, \$3,284,096; inc., \$156,004; unearned prem., \$203,978; loss res., \$18,401; liab. res., \$186,992; comp. res., \$1,149,895; surplus, \$748,598; dec., \$13,172. Experience:

	Net Prems.	Losses Pd.
Auto liability	\$ 223,751	\$ 57,263
Other liability	19,359	2,352
Workmen's comp.	1,546,634	619,356
Auto prop. damage	57,214	23,818
Auto collision	50,979	18,491
Other auto	28,310	6,354

Total \$1,926,248 \$ 727,633

Federal Life & Casualty—Assets, \$1,023,249; inc., \$100,286; unearned prem., \$147,956; loss res., \$91,375; capital, \$450,000; surplus, \$175,297; inc., \$23,687. Experience:

	Net Prems.	Losses Pd.
Accident	\$ 913,871	\$ 286,896

Yellow Cab Mutual—Assets, \$305,373; inc., \$51,880; loss res., \$224,285; surplus, \$50,001; inc., \$19,265. Experience:

	Net Prems.	Losses Pd.
Auto liability	\$ 383,316	\$ 249,639
Auto prop. damage	39,276	15,243

Total \$ 422,592 \$ 264,882

Illinois Bars Fronting Deals For Unlicensed Companies

SPRINGFIELD, ILL. — Insurance Director Palmer has notified all fire and casualty companies authorized in Illinois that so-called "fronting" arrangements are prohibited. Similar rulings have been made in Ohio, Missouri and New Hampshire.

"Our attention has been directed to the fact that certain companies have made it a practice to file bonds, certificates or policies for and on behalf of unlicensed companies, thereby assuming the unlicensed company's obligations and furnishing an avenue whereby the unlicensed company is able to do indirectly what it cannot do directly," Mr. Palmer stated.

"After considering all phases of practices of this nature, the department concludes that such practices must be discontinued, and no company authorized to transact business in Illinois may file its bond, certificate or policy with any state, county or city regulatory body of this state for or on behalf of an unlicensed company.

"Bonds, certificates or policies now on file with any regulatory body of this state for or on behalf of unlicensed companies may be continued until the anniversary date, but shall not be renewed or continued beyond that time."

File "Occupational" Substitutes in Illinois

In conformity with the announcement of Insurance Director Palmer of Illinois that he would approve an automobile liability and property damage rating plan that distinguishes merely between those drivers who use their cars regularly in business and those who do not, General Accident, Car & General and American Automobile have made new filings and Mr. Palmer has already approved the plan of General Accident to become effective March 24. Other companies that have been using the so-called occupational rating plan are making similar filings. The new plans differ principally from those that have been in effect in that they do not require that the motorists be employed in any specified occupation in order to get the discount and they do not contain a prohibited classification such as saloonkeepers, students, actors, etc. that are subjected to a rate surcharge.

Inland Bonding Can Write Combination Liquor Cover

LANSING, MICH.—Insurance protecting liquor or beer vendors against any liability arising out of violation of the terms of their statutory bonds may not be legally written in Michigan, according to an opinion prepared by the attorney-general's department, but sureties may legally waive their subrogation rights on such bonds for an extra consideration, thus in effect covering the licensee's liability, the opinion holds.

The Michigan department had submitted to the state's legal division the question of whether a combination form of coverage might be written under such a waiver plan, that proposal having been advanced by the Inland Bonding.

The opinion says that a third party could bring a successful action on a liquor or beer bond only if a violation of the liquor control statute were proved, and to insure the accused licensee against liability for the consequences of his illegal act, the opinion maintained, would be against public policy and therefore unlawful.

But a plan such as that of the Inland Bonding gets around this difficulty in legal fashion, the opinion holds. The department, accordingly, is withdrawing any objection to the plan.

New Set Up in Boston

BOSTON—The New England branch of New Amsterdam Casualty and Boston branch of United States Casualty, D. A. Paulsen, manager, will occupy new quarters at 151 Milk street May 15. The Weinberg & Beal agency and James Simpson & Co., agency, now occupying quarters alongside the branch offices of the those companies, at 111 Milk street, will occupy the ground floor at 153 Milk street. The entire six-story brick building at 151 and 153 Milk, bounded by Milk, Broad and Battery-march, has been purchased by Weinberg & Beal.

Safe Driver Reward Kit

SAN FRANCISCO—Fireman's Fund Indemnity and Occidental Indemnity have provided agents with kits containing specialty advertising material for use in promoting business through the "safe driver reward plan." Newspaper publicity stories, folders, window and counter displays in addition to blanks for submitting insurance proposals, are included. The use of the material was explained to the special agents at a meeting called by the head office staff last week.

Detroit Agent Dies

A. A. Sage, 51, Detroit local agent, died in Highland Park hospital from an illness of 10 days. He had operated his agency since 1915.

Bureau Takes Offensive in Safe Driver Conflict

(CONTINUED FROM PAGE 21)

board for a program which will greatly reduce traffic hazards and loss of life." Paul G. Hoffman, president Automobile Manufacturers Association, declared "any reward for safe driving is bound to decrease accidents."

Governor Cross, Connecticut—"It is my opinion that a plan of this kind, soundly conceived and carefully administered, might well prove to be a factor in reducing accidents and fatalities on our streets and highways, and merits, therefore, the friendly scrutiny of public officials."

Sidney Williams, Chicago director of public safety, National Safety Council—"Among all other things being tried to reduce traffic fatalities, I feel that if a motorist realizes that more careful driving will result in a substantial saving in insurance costs, he will be more prone to drive cautiously."

Mayor Rossi, San Francisco—"I believe it only fair that the driver who drives cautiously and thinks of the safety of those around him should be rewarded. Such rewards are bound to reap dividends in increased traffic safety for automobile drivers and pedestrians, as well as a decrease in the annual traffic death toll."

Arkansas Governor

Governor Bailey, Arkansas—"Such an inducement—a cash reward for careful driving—should appeal to all drivers. I also believe that this plan will lessen the heavy duties of our law enforcement officers on the road."

Governor Cone, Florida—"It ought to be a good thing and save a lot of accidents."

Mayor Scully, Pittsburgh—"I approve heartily of any plan that places a premium on safe driving. The plan, in my opinion, will go a long way toward giving a feeling of distinction to people who keep out of accidents for a full year."

Michael A. Connor, commissioner of motor vehicles, Connecticut—"I've always been for something like this. It is a practical way of spreading the gospel of driving more safely. If driving is better, I believe certainly it will decrease the highway death toll, make drivers more careful in traffic and act as an inducement for operators to drive safely."

Mayor of Madison

Mayor Law, Madison, Wis.—"It's fine. It's swell. I hope my company is in on it. If not, I'll change to one that is. There has been so much complaint about the high cost of automobile insurance. This offers you and me and everyone else the chance to do something about it. It ought to be a big factor in any safety program."

John W. Darr, C. I. T. Safety Foundation—"The large percentage of safe drivers are the ones who make insurance possible for the smaller percentage who have accidents. If they can, in some way, be rewarded for their records, it would seem to encourage others to do so. But more than the monetary reward in itself this plan will, I believe, contribute to the general picture through focussing attention on the subject of careful driving."

Murray D. Van Wagoner, Michigan state highway commissioner and president, American Roadbuilders Association—"I have long felt that the reward rather than fear psychology is preferable in advancing public safety on the highways. The trouble with the latter is that it generally starts at the morgue and then it is too late . . . I favor the plan not only as a highway official, but as a driver interested in the possibility of reward for years of driving without a single accident."

Paul G. Hoffman, president Automobile Manufacturers Association—"Any reward for safe driving is bound to decrease accidents. I don't know if the

rewards in this instance are sufficient, but the plan is good. It is not the answer, obviously, to the big problem of accident prevention, which has too many complexities to be solved so simply, but since it calls widespread attention to safe driving it is a good thing."

Governor Murphy, Michigan—"The inauguration of the safe driver plan is to my mind a commendable, public-spirited action. It seems logical to assume that the anticipation of a money reward will induce some people to drive more carefully than ordinarily, although certain types of irresponsible drivers will undoubtedly not be affected."

William E. Guthner, safety manager, Denver—"It is a step in the right direction. It puts the penalty where it belongs, on the careless driver, and offers a reward to the careful motorist."

W. V. Knott, insurance commissioner, Florida—"It ought to decrease the death toll and highway accidents through giving a fellow an incentive to drive more carefully."

North Dakota Expert

C. E. Vanhorn, motor vehicle registrar North Dakota—"I believe the safe driver plan a sensible one. Any effort to reduce automobile casualties this day and age is indeed praiseworthy. This plan should materially help reduce the nation's annual death toll."

Commissioner Ham, Wyoming—"It would be unreasonable to rate buildings alike for fire insurance when one building is designed especially for safety. The same theory should apply to drivers. This plan puts a premium on safe driving and makes the driver accident-conscious where he is most sensitive—his pocketbook. I cannot see why the safe driver should be penalized by having to pay the same rate as a man involved in accidents."

Commissioner Neslen, Utah—"We have received comment pro and con on this matter but feel that if a motorist is a good driver he should not be given a rate penalty for the mistakes of careless operators. The plan should do much to decrease the accident toll by offering an even greater incentive for safe driving."

Commissioner Schmidt, Nevada—"Nevada has approved the plan, which does not constitute an illegal rebate. A similar system is in operation in Nevada by which employers with fewer accidents receive a reduction on industrial compensation premiums. The argument that rates are higher under this plan can be answered by the fact there is no such thing as a bargain in insurance."

VIRGINIA HEARING

RICHMOND, VA.—A hearing on petition of the National Bureau of Casualty & Surety Underwriters for authority to employ the safe driver reward plan was begun last week before the Virginia corporation commission at Richmond. A further hearing will be held March 29.

APPROVED IN PENNSYLVANIA

Commissioner Hunt after uttering some early remonstrances, has now given approval to the safe driver reward plan in his state. It went into effect Tuesday of this week. The organized agents of Pittsburgh have been advocating approval of the plan for some time. William Leslie, general manager of the National Bureau of Casualty & Surety Underwriters, made a magnificent address in behalf of the plan during Pittsburgh Insurance Days and Commissioner Hunt and Deputy Commissioner E. S. Joseph were in the audience. Mr. Hunt kicked up a fuss at first and made quite an issue of the fact that the bureau companies were negotiating to place advertisements in Pennsylvania newspapers in behalf of the plan. He charged that was an attempt to go to the people over his head.

The matter of the advertising came to his knowledge when the newspapers called him. There is a law in Pennsylvania that requires a publication before printing an advertisement of an insurance company, to get an affidavit that the advertiser is licensed in Pennsyl-

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Many agents and brokers, unable to secure coverage of this type through ordinary sources, have added materially to their

premium incomes by writing the Over Age Accident Contract available through this organization.

Underwritten by prominent underwriters, it covers death, dismemberment and weekly indemnity or death separately. Full details will be sent on request.

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Headquarters for "OUT-OF-THE-ORDINARY" Contracts

vania. The newspapers asked Mr. Hunt whether it would be necessary in connection with the safe driver advertisement to get a certificate from each of the bureau companies whose names appeared in the copy. Mr. Hunt hit the ceiling and the companies and agents have been trying ever since to get him calmed down.

As a concession, the bureau companies will not make any revision in the Pennsylvania rates to include the 4.8 percent loading that is included elsewhere. Rerating of Pennsylvania risks will be deferred for a year. The bureau originally contemplated putting into effect a general rate increase of about 3 percent in Pennsylvania. Mr. Leslie in Pittsburgh stated that the present average cost of combined liability and p.d. of National Bureau companies is \$36.87. The bureau proposed a new gross average rate of \$37.88.

ILLINOIS HEARING APRIL 5

SPRINGFIELD, ILL.—The Illinois department April 5 will conduct a hearing here on the safe driver reward plan, according to Director Palmer. The National Bureau of Casualty & Surety Underwriters has made its filing of the plan. All persons interested in the subject are invited to attend. All companies or bureaus which have included such a plan in their filing are especially urged to send representatives.

CHANGES

Shifts in Field Are Made by Central Surety

Two appointments have been made by the Central Surety and one man was transferred. George E. Willis, an experienced casualty claim man, has been named to open a claim office in the Chicago branch office, associated with Manager Lloyd H. Conochie. Walker Seaborn has been named special representative in Chicago succeeding Carl Huppert, who was transferred as special representative to Iowa, with headquarters in Des Moines.

Mr. Willis formerly for some time was connected with the American Automobile at San Francisco, and was with the Ohio Casualty in Peoria, Ill., in claim work. Mr. Seaborn formerly was connected with the National Surety home office, then later was in the Chicago and Indianapolis branches. Mr. Huppert was stationed at Chicago about a year.

Baxter to New Century

Eugene F. Baxter has resigned as assistant manager of Joseph Froggatt & Co., Chicago, insurance accounting and auditing firm, to become chief accountant of the New Century Casualty of that city. He has been connected with Froggatt & Co. 10 years and formerly was statistician of the Lumbermen's Mutual and the Great American Mutual Indemnity, both of Mansfield, O.

Horton Succeeds Burson

Ralph C. Horton has been appointed special agent of the Commercial Standard in Oklahoma to succeed R. E. Burson, who has become assistant treasurer at the home office.

Conway to New Amsterdam

W. A. Conway will join the New England department of the New Amsterdam Casualty as field representative. He is a graduate of Boston College, and conducted an agency in Salem for about five years. For the past five years he has traveled New England as field man for another casualty company. He will make his headquarters in Hartford.

L. S. Beard, 47, well known as a broker with the San Francisco branch of the Travelers, was killed in an automobile accident.

DEVELOPMENT OF LOSS EXPERIENCE

(CONTINUED FROM PAGE 21)

	Years	Dec. 31, Yr. of Loss	Dec. 31, 1937
Hoosier Cas.	34-34	45	88
	34-35	46	..
	35-35	45	47
	35-36	16	59
	36-36	84	112
Indem. of N. A.	34-34	1,939	1,541
	34-35	1,318	1,012
	35-35	2,136	1,477
	35-36	1,258	978
	36-36	2,162	1,667
Keystone Auto Cl. Cas.	34-34	426	430
	34-35	297	203
	35-35	543	333
	35-36	327	236
	36-36	668	474
London & Lanc. Ind.	34-34	561	566
	34-35	311	301
	35-35	550	541
	35-36	282	293
	36-36	643	679
London Guar.	34-34	876	897
	34-35	618	585
	35-35	971	970
	35-36	653	617
	36-36	899	788
Manufacturers Cas.	34-34	299	302
	34-35	214	206
	35-35	377	396
	35-36	370	322
	36-36	545	443
Maryland Cas.	34-34	2,281	2,771
	34-35	1,544	1,581
	35-35	2,504	2,788
	35-36	1,920	1,976
	36-36	2,607	2,863
Mass. Bonding	34-34	1,694	2,429
	34-35	694	722
	35-35	1,895	2,419
	35-36	891	881
	36-36	2,551	2,508
Merchants Ind.	34-34	118	152
	34-35	69	85
	35-35	134	164
	35-36	89	92
	36-36	156	194
Metropolitan Cas.	34-34	846	938
	34-35	694	601
	35-35	1,080	861
	35-36	570	492
	36-36	1,106	934
National Cas.	34-34	88	91
	34-35	82	88
	35-35	86	82
	35-36	71	59
	36-36	105	94
New Amster. Cas.	34-34	1,563	2,170
	34-35	856	939
	35-35	1,964	2,243
	35-36	1,017	995
	36-36	2,063	1,856
New York Cas.	34-34	294	405
	34-35	158	180
	35-35	284	310
	35-36	225	200
	36-36	329	267
N. W. Natl. Cas.	34-34	141	132
	34-35	115	103
	35-35	145	144
	35-36	96	81
	36-36	192	182
Norwich Un. Ind.	34-34	400	496
	34-35	302	313
	35-35	195	223
	35-36	104	100
	36-36	56	55
Occidental Ind.	34-34	281	305
	34-35	238	216
	35-35	297	186
	35-36	184	161
	36-36	229	293
Ocean Acc.	34-34	1,382	1,186
	34-35	1,186	1,038
	35-35	1,189	984
	35-36	918	825
	36-36	1,079	826
Peerless Cas.	34-34	16	27
	34-35	7	2
	35-35	19	23
	35-36	8	8
	36-36	25	31
Phoenix Ind.	34-34	554	573
	34-35	317	285
	35-35	583	553
	35-36	356	323
	36-36	550	457
Preferred Acc.	34-34	725	773
	34-35	336	376
	35-35	747	807
	35-36	363	373
	36-36	790	829
Preferred Auto.	34-34	97	184
	35-35	65	152
	36-36	94	78
Protective Ind.	34-34	40	24
	34-35	40	28
	35-35	58	58
	35-36	26	24
	36-36	37	40
Royal Indem.	34-34	2,665	1,992
	34-35	1,187	987
	35-35	2,490	1,935
	35-36	1,074	907
	36-36	2,785	2,111
St. Paul-Mer. Ind.	34-34	464	442
	34-35	269	264
	35-35	478	454
	35-36	431	445
	36-36	598	613
Standard Acci.	34-34	1,075	1,291
	34-35	712	723
	35-35	1,299	1,328
	35-36	1,042	1,006
	36-36	1,174	1,144
Standard Sur. & Cas.	34-34	388	452
	34-35	204	201
	35-35	458	397
	35-36	304	310
	36-36	585	566
Sun Indem.	34-34	784	836
	34-35	1,125	1,084
	35-35	952	720
	35-36	768	894
	36-36	686	586
Travelers	34-34	6,508	6,589
	34-35	3,801	3,547
	35-35	6,822	6,952
	35-36	3,680	3,543
	36-36	6,573	6,263
Travelers Indem.	34-34	208	212
	34-35	134	126
	35-35	71	65
	35-36	107	132
	36-36	126	130
U. S. F. & G.	34-34	2,901	3,820
	34-35	2,248	2,388
	35-35	3,165	3,230
	35-36	2,592	2,448
	36-36	3,411	3,427
U. S. Casualty	34-34	673	766
	34-35	488	536
	35-35	731	714
	35-36	529	591
	36-36	497	574
U. S. Guarantee	34-34	606	463
	34-35	359	328
	35-35	626	564
	35-36	399	397
	36-36	632	542
Universal Indem.	34-34	135	142
	34-35	114	135
	35-35	107	103
	35-36	65	58
	36-36	110	112
Wolverine	34-34	144	133
	34-35	138	143
	35-35	178	172
	35-36	132	129
	36-36	238	257
Yorkshire Ind.	34-34	343	294
	34-35	144	116
	35-35	188	158
	35-36	71	58
	36-36	169	162
Zurich	34-34	2,413	1,705
	34-35	1,537	1,154
	35-35	2,674	2,013
	35-36	1,450	1,186
	36-36	2,798	2,233

NON-STOCK

(Amer.) Lumbermen's Mutual Cas.	34-34	4,011	3,872
	34-35	1,514	1,421
	35-35	4,369	3,920
	35-36	1,539	1,432
	36-36	3,893	3,597
Amer. Mut. Liab.	34-34	1,112	1,161
	34-35	588	529
	35-35	1,223	1,317
	35-36	736	712
	36-36	1,435	1,462
Bakers' Mut.	34-34	22	55
	34-35
	35-35	30	86
	35-36
	36-36	20	58
Butchers Mut. Cas.	34-34	1	1
	34-35
	35-35	3	4
	35-36	3	2
	36-36	7	7
Detroit Auto. Int. Ins. Exch.	34-34	116	116
	34-35	289	289
	35-35	127	127
	35-36	492	492
	36-36	347	347
Empl. Mut. Cas., Ia.	34-34	258	304
	34-35	127	109
	35-35	297	325
	35-36	243	253
	36-36	346	419
Empl. Mut. Ind., Wis.	34-34	261	281
	34-35	268	251
	35-35	434	370
	35-36	337	330
	36-36	466	436
Factory Mut. Liab.	34-34	509	421
	34-35	335	244
	35-35	593	534
	35-36	133	103
	36-36	602	664
Farm Bureau Mut.	34-34	422	499
	34-35	298	354
	35-35	465	588
	35-36	351	347
	36-36	643	657
Far. Mut. Auto., Wis.	34-34	269	272
Hardware Mut. Cas.	34-34	1,078	1,001
	34-35	591	611
	35-35	1,997	1,375
	35-36	669	636
	36-36	1,516	1,394
Interboro Mut. Ind.	34-34	192	165
	34-35	92	98
	35-35	171	188
	35-36	171	147
	36-36	205	238
Ia. Mut. Liab.	34-34	68	105
	34-35	62	64
	35-35	118	144
	36-36	126	143
Jamestown Mut.	34-34	88	100
	34-35	61	60
	35-35	65	90
	35-36	59	65
	36-36	114	133
Liberty Mut.	34-34	3,581	3,278
	34-35	1,335	1,142
	35-35	3,735	3,410
	35-36	1,622	1,510
	36-36	4,691	4,118
Lumber Mut. Cas.	34-34	36	62
	34-35	69	62
	35-35	30	..
	35-36	82	92
	36-36	75	89

	Years	Dec. 31, Yr. of Loss	Dec. 31, 1937
Merchants Mut. Cas.	34-34	759	960
	34-35	208	209
	35-35	520	656
	35-36	180	183
	36-36	651	747
Mich. Mut. Liab.	34-34	157	152
	34-35	193	213
	35-35	184	191
	35-36	191	187
	36-36	217	214
Milwaukee Auto.	34-34	119	123
	34-35	93	94
	35-35	191	169
	35-36	138	138
	36-36	174	197
Natl. Grange Mut. . .	34-34	141	192
	34-35	64	64
	35-35	170	180
	35-36	64	63
	36-36	212	252
Security Mut. Cas.	34-34	78	244
	34-35	76	118
	35-35	99	173
	35-36	71	99
	36-36	61	71
State Auto, Ind. . .	34-34	448	752
	34-35	697	...
	35-35	518	813
	35-36	720	...
	36-36	483	738
State Auto, Ia. . .	34-'4-'5	83	...
	35-'5-'6	120	155
	36-36	121	157
Und. at Lloyds, Mpls.	34-34	132	...
	35-35	115	...
	36-36	160	147
Utica Mut.	34-34	518	832
	34-35	199	205
	35-35	621	648
	35-36	188	189
	36-36	657	698

(CONTD FROM PRECEDING PAGE)

	Dec. 31, 1937	Dec. 31, 1937	Dec. 31, 1937	Dec. 31, 1937
Years	Yr. of	Yr. of	Yr. of	Yr. of
Excess	34-34	45	54	187
	34-35	49	44	231
	35-35	46	48	305
	35-36	1	3	144
	36-36	1	3	191
Fidelity & Cas.	34-34	1,507	1,613	4,386
	34-35	1,593	1,353	4,397
	35-35	1,754	1,907	3,548
	35-36	1,779	1,812	4,833
	36-36	2,373	2,388	4,249
Fireman's Fd. Indem.	34-34	372	339	5,868
	34-35	211	204	34-34
	35-35	341	346	473
	35-36	311	329	388
	36-36	452	478	533
General Acc.	34-34	809	755	35-35
	34-35	847	735	367
	35-35	917	912	555
	35-36	892	854	1,438
	36-36	1,084	1,361	1,920
General Reins.	34-34	31	66	1,773
	34-35	20	21	1,335
	35-35	212	263	1,773
	35-36	65	57	1,793
	36-36	67	81	2,165
Glens Falls Ind.	34-34	230	255	34-34
	34-35	173	178	23
	35-35	274	301	34-35
	35-36	320	291	34
	36-36	416	410	35-35
Globe Ind.	34-34	1,254	1,031	1,773
	34-35	807	656	1,793
	35-35	1,267	1,006	2,165
	35-36	946	718	34-34
	36-36	1,526	1,154	23
Great Amer. Ind.	34-34	464	492	34-35
	34-35	457	384	34
	35-35	723	633	35-35
	35-36	630	578	1,035
	36-36	910	857	1,586
Hartford Acci.	34-34	2,691	2,627	1,360
	34-35	1,851	1,531	2,021
	35-35	3,231	2,708	1,694
	35-36	2,315	2,032	3,673
	36-36	3,643	2,866	2,633
Indem. of N. A.	34-34	467	382	35-35
	34-35	416	313	4,522
	35-35	569	274	3,925
	35-36	482	385	6,791
	36-36	699	492	9
Lond. & Lanc. Ind.	34-34	99	95	34-34
	34-35	103	96	24-35
	35-35	129	140	1,035
	35-36	126	135	1,586
	36-36	145	133	1,360
London Guar.	34-34	700	655	2,021
	34-35	413	385	1,694
	35-35	638	597	3,673
	35-36	481	479	2,633
	36-36	783	784	35-35
Manfrs. Cas.	34-34	98	109	4,522
	34-35	91	101	3,925
	35-35	106	164	6,791
	35-36	128	119	9
	36-36	148	172	34-34
Maryland Cas.	34-34	1,449	1,557	24-35
	34-35	1,530	1,570	1,035
	35-35	1,632	1,951	1,586
	35-36	1,712	1,625	1,360
	36-36	1,804	2,166	2,021
Mass. Bonding.....	34-34	449	715	1,694
	34-35	452	549	3,673
	35-35	573	777	2,633
	35-36	557	578	35-35
	36-36	739	864	4,522
Metropolitan Cas.	34-34	64	73	3,925
	34-35	23	16	6,791
	35-35	12	9	9
	35-36	23	10	34-34
	36-36	56	33	24-35
National Cas.	34-34	35	45	1,035
	34-35	26	23	1,586
	35-35	32	22	1,360
	35-36	36	25	2,021
	36-36	56	60	1,694
New Amsterdam.....	34-34	725	882	3,673
	34-35	526	577	2,633
	35-35	661	794	35-35
	35-36	573	620	4,522
	36-36	1,068	1,216	3,925
New York Cas.	34-34	38	53	6,791
	34-35	40	41	9
	35-35	76	70	34-34
	35-36	82	73	24-35
	36-36	79	62	1,035
Norwich Un. Ind.	34-34	161	216	1,586
	34-35	83	85	1,360
	35-35	76	63	2,021
	35-36	18	12	1,694
	36-36	24	10	3,673
Occidental Ind.	34-34	168	149	2,633
	34-35	57	60	35-35
	35-35	135	121	4,522
	35-36	49	52	3,925
	36-36	154	142	6,791
Ocean Acci.	34-34	1,185	1,145	9
	34-35	990	929	34-34
	35-35	934	881	24-35
	35-36	789	683	1,035
	36-36	826	686	1,586
Phoenix Indem.	34-34	200	192	1,360
	34-35	177	158	2,021
	35-35	218	222	1,694
	35-36	205	207	3,673
	36-36	296	317	2,633
Royal Indemnity....	34-34	1,317	971	35-35
	34-35	747	568	4,522
	35-35	1,216	843	3,925
	35-36	694	510	6,791
	36-36	1,495	1,157	9
St. Paul Merc. Ind.	34-34	148	135	34-34
	34-35	123	107	24-35
	35-35	114	129	1,035
	35-36	109	116	1,586
	36-36	166	154	1,360
Standard Acci.	34-34	893	1,156	2,021
	34-35	768	802	1,694
	35-35	1,129	1,109	3,673
	35-36	1,297	1,223	2,633
	36-36	1,348	1,276	35-35
Standard S. & Cas.	34-34	103	120	4,522
	34-35	108	107	3,925
	35-35	181	212	6,791
	35-36	156	156	9
	36-36	311	287	34-34

Auto No Longer Dangerous

The head of a family is not financially responsible for damages caused by a member of his family while driving the household head's automobile solely for the driver's own recreation, provided that the car is in good repair and the driver is not unfit, under a ruling of the Virginia supreme court of appeals. In discussing the "pros" and "cons" of "family purpose" liability, Justice John W. Eggleston, who wrote the opinion, declared that in most cases in which the family head has been held responsible there has been the legal predication that the automobile is a dangerous agency. This is not necessarily the case if the car

is in proper repair, he said. Specifically, the court reversed a Loudoun county circuit court judgment of \$5,000 against J. B. Hackley, Sr., and upheld a \$5,000 judgment of the same tribunal against J. B. Hackley, Jr., driver of an automobile involved in an accident in Richmond last October in which Ratcliffe Merchant, a University of Richmond student, was killed.

Farm Mutuals' Wisconsin Rally

CLIFTONVILLE, WIS.—Field representatives of the Farmers Mutual Automobile and the State Farm Mutual,

both of Madison, attended a district meeting here conducted by George Graff, district agent. H. L. Wittwer, secretary of the companies, I. J. Maurer, E. A. Seehafer, P. H. Bruce and A. H. Ogenorth attended from the home office and spoke. Robert Zempel, Manawa, and O. R. Schroeder, Marion, also gave talks.

Florida Premiums Increase

Casualty premiums in 1937 totaled \$9,698,457 in Florida. Losses were \$3,093,358 in 1937. Premiums amounted to \$8,244,408 in 1936, losses \$3,261,194.



THE SUPREME COURT OF ILLINOIS

UPHOLDS DRAM SHOP ACT
ALSO CONFIRMS VERDICT OF
\$20,000

AGAINST OWNERS OF BUILDING
IN WHICH LIQUOR WAS SERVED

Every owner of a building in which intoxicating beverages are served, may find himself in difficulties by reason of the ILLINOIS LIQUOR CONTROL LAW, unless he is protected with insurance.

The real estate and personal property of the building owner and tavern keeper may be sold to satisfy such judgment.

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FIDELITY AND SURETY NEWS

New Bids Opened in N. Y.

New Action Is Taken Following Cancellation of Big Aqueduct Contracts in Furor

NEW YORK—New bids are being opened this week for three separate contracts, the cost of which may run to \$30,000,000, for construction of a portion of the west branch of the Kensico tunnel of the Delaware aqueduct for the board of water supply of New York City.

Contracts for this work were awarded last fall just before the mayoralty elections in New York City. The transactions were put through rather quietly. Subsequently the New York "Sun" alleged that the wage levels contemplated in the bids were excessive and made the allegation that this was done to aid Mayor LaGuardia's popularity with labor. So much clamor ensued that the contracts were canceled.

The Towner Bureau has issued rates for bonds in connection with the re-advertised bids.

The requirement is that the contractor file either one of two undertakings. The first alternative is two or more surety bonds in the aggregate amount of \$1,200,000. The second is two or more surety bonds in the aggregate amount of \$200,000, plus a certified check in the amount of \$300,000 or corporate stock or obligations of the city of equal market value, plus increased retained percentages.

In connection with the first type of undertaking, the rate for the first \$2,500,000 of the amount of the contract price is \$11.20 per thousand dollars and the unit "production" cost is 17½ percent; for the next \$2,500,000, the rate is \$10.75 and the production 15 percent; for the next \$2,500,000, the rate is \$10.27 and 12½ percent; for the next \$7,500,000, the rate is \$9.33 and 5 percent.

In connection with the \$200,000 performance bonds, the premium and production cost is reduced in the same proportion that the amount of bond bears to 10 percent of the contract price.

The producers rate of commission shall in no event be more than two-thirds of the total "production cost," the Towner Bureau rules.

Indemnity bonds of \$5,000 will be filed with each municipality in which labor is employed to save the municipality harmless because of paupers or indigent employees brought into the locality. The annual premium for these bonds has been fixed at \$25.

Final Michigan Bond Meet to Be Held in Detroit

DETROIT—H. J. Jeffery, resident manager for the Metropolitan Casualty, will be chairman of the fifth and final meeting of the fidelity bond campaign of the Surety Association of Michigan to be held at the Book Cadillac here March 24.

Speakers will be G. R. Howell, assistant secretary Fidelity & Deposit, on "Commercial Blanket Bonds and Blanket Position Bonds"; L. B. Fowler, field supervisor Aetna Casualty, "The Sale of Fidelity Bonds," and Fred W. Selsor, claims attorney Fidelity & Casualty, "Problem of Dishonesty."

MEET AT BATTLE CREEK

BATTLE CREEK, MICH.—More than 200 agents and assured attended the fourth of the five fidelity bond campaign meetings sponsored by the Surety Association of Michigan. Mayor R. J. Hamilton of the Eves & Hamilton agency presided.

L. B. Fowler, fidelity superintendent of the Aetna Casualty, spoke on "Blanket Position and Commercial Blanket Bonds" and led the discussions

on this and following talks. H. P. Reinhold, Detroit supervisor for the U. S. F. & G., talked on "The Application of Fidelity Bonds," giving the agents many reasons why they should sell more of this coverage and analyzing the fidelity contracts. Larned Eklund, Chicago, Hartford Accident, spoke on "The Sale of Fidelity Bonds."

Wins S. D. Subrogation Action

The St. Paul-Mercury Indemnity, in a subrogation action, has been given the right to recover from the Burke Grain Company the \$96,000 which St. Paul-Mercury paid under a fidelity bond to the Union Savings Bank of Sioux Falls, S. D. The decision was given by the United States circuit court of appeals for the eighth circuit in Burke Grain Company vs. St. Paul Mercury Indemnity.

Vandagriff, president of the bank, had placed some \$93,000 directly to the account of the Burke Grain Company in the Union Savings Bank. Vandagriff had been speculating through the Burke Grain Company in Board of Trade transactions. The appeals court held that the evidence conclusively established the gambling character of the transactions between Vandagriff and the grain company and the contracts were therefore void. The bank whose money was used by Vandagriff and lost in these transactions was entitled to recover from the grain company and this regardless of whether the grain company knew or ought to have known that the funds turned over to it by Vandagriff were those of the bank. The question of the grain company's knowledge of the source of these funds could only have been important if the contracts were otherwise valid.

Attack Special Settlement

LANSING, MICH.—At a hearing on the \$622,110 liability of sureties on a \$1,000,000 bond covering state deposits in the failed Fidelity Banking & Trust Co. of Detroit in the Ingham county circuit court here, special settlement by a group of companies was attacked by Peter Monaghan, counsel for the Massachusetts Bonding. The case had been remanded to the circuit court by the supreme court for entering judgment.

The American Surety, the Union Indemnity, the Western Casualty & Surety and the National Casualty made a special settlement with state officials after the bank failed in 1931. They all paid amounts approximately 70 percent of their pro rated liability based on the ultimate supreme court opinion and subsequently participated in the dividends paid by the receiver. From the state's standpoint a decision outlawing the agreement would mean that the \$229,000 received from the Union Indemnity would have to be turned back to its receiver and the state would then share in the new payment on the same basis as general creditors.

No Loss on Whitney

Inquiries have been made by those who are not very familiar with fidelity and surety situations as to whether there is likely to be any loss to surety companies in connection with the large misappropriation of funds that has been confessed by Richard Whitney, the famous New York operator, who was five times president of the New York Stock Exchange. There is no coverage under brokers blanket bonds for acts of infidelity on the part of partners in a brokerage concern. Mr. Whitney was a partner in the brokerage house of Richard Whitney & Company. Hence there can be no loss under any bond covering Richard Whitney & Co. Whether Mr. Whitney was bonded in his capacity as a trustee of any of the funds that he has admitted misappropriating is not generally known.

In the 1920's, some of the surety com-

panies are known to have issued bonds to customers in stock brokerage houses guaranteeing that they would be able to collect their credit balances. However those bonds went the way of depository bonds and other similar financial guarantees.

Big Pennsylvania Bond Written

A bond running to the federal government in the amount of \$1,312,000 has been written covering the construction of the Tionesta dam in Pennsylvania by S. J. Groves & Sons Co. and Lundin Bros., joint contractors. The contract price is double the penal amount of the bond. The business was originated through the Chicago office of Royal Indemnity. The co-sureties are Globe Indemnity, Indemnity of North America, Aetna Casualty, Great American Indemnity, Hartford Accident, Standard Accident, Columbia Casualty, Fireman's Fund Indemnity, U. S. F. & G., London & Lancashire Indemnity and Glens Falls Indemnity.

Los Angeles Annual Dinner

LOS ANGELES—The Surety Underwriters Association of Los Angeles held its annual dinner with more than 70 present. Bernard Guy, one of the original members; Dan Coakley, Fred Smalley, and other old-timers were honored. The association was organized in 1924. Present officers are: C. F. Bachelder, president; H. C. Gillespie, vice-president; and R. R. Poulton, secretary-treasurer.

Stockbrokers Premiums Down

Surety companies notice that there has been a great falling off in their income from fidelity bonds covering stockbrokers and investment houses. In the first place the rates were reduced several months ago and then due to the great shrinkage in business, the staffs of these concerns have been reduced and there have been a number of mergers. The premiums are only about half of what they were a year or so ago.

BURGLARY

Inroads on Burglary Risks

Inland Marine Companies Are Now Poaching on the Preserves of the Casualty Carriers Successfully

Casualty companies are complaining very bitterly of the inroads made on their burglary business by fire and marine companies under the personal floater policy which enables them to write burglary with a number of other hazards usually covered by fire companies. The inland marine companies, in addition to the personal effects floater, which is written in connection with residences, are extending themselves to other lines and where there is an opportunity of combining the burglary with other classes that course is pursued. It might seem that surety coverage would be free from inland marine attacks. However, in case of a deposit with a government where a bond is written to guarantee faithful compliance, it has been found that an inland marine company will issue a policy covering the deposit from all hazards including faithful compliance. Usually a rate of about 50 percent of what the bond had been written is quoted by the inland marine company.

Recovers Bank Loot

The Maryland Casualty has been awarded \$2,600 in cash found in the possession of James Dalhover, captured by federal agents in Bangor, Me. By court order the money was declared to be a part of the \$8,100 stolen from the People's Exchange Bank of Thorp, Wis., last August. The Maryland Casualty is also claiming the \$2,000 taken from the bodies of Dalhover's associates, Al Brady

Manufacturing Centers Feel Import of Recession

Texas, Oklahoma and Points in Other Southwest States Are in Good Shape

Reports to THE NATIONAL UNDERWRITER from all sections of the country indicate that business is off in all lines of insurance in cities where the manufacturing industry is paramount. This holds, for example, in Chicago, Cleveland, Detroit, Pittsburgh, Birmingham, and, in fact, in all places where there are factories. Many of these curtailed their output and laid men off. Insurance salesmen, therefore, report that their renewed effort does not bring the response that it deserves.

However, in other sections, especially in parts of the southwest, such as Texas, Oklahoma, parts of Arkansas and Kansas, business is on the increase with all kinds of insurance. Texas is especially desirable at this time. These are the rural areas. There is mining, oil and enterprises of that nature which have been going on without much change. The farmers had good crops and they got higher prices. Therefore, where a business is dependent on farmers there is an excellent response. In other parts of the south business is fairly good. The Atlantic seaboard does not show the effect of the present situation as does the central west. New York City, right in the center of the stock market, naturally is hampered. The manufacturing centers of the central western sector are receiving the heaviest blow.

Oklahoma O.K.'s \$1,000 Policy

OKLAHOMA CITY—The Oklahoma insurance board has approved the \$1,000 single limit auto liability policy, which was included in the filing made by the National Bureau of Casualty & Surety Underwriters when it asked that the safe driver reward plan be adopted. The board, however, rejected that portion pertaining to the driver reward plan.

U. S. F. & G. New Detroit Office

DETROIT—Sidney Hall, vice-president; Phillip F. Lee, vice-president in charge of agencies, and O. R. Leeds, assistant agency director, were here from Baltimore for the formal opening of the new offices of the United States Fidelity & Guaranty and Fidelity & Guaranty Fire. W. H. McBryan has been in charge of the Detroit branch as manager or resident vice-president and manager for nearly 40 years.

Controversy in Menasha, Wis.

A controversy has arisen in Menasha, Wis., over the awarding of the city's automobile fleet policy to Gregor Suess. Attorney E. W. Forkin protested the award to the Menasha city council claiming that Suess' bid was \$477, whereas his client had submitted a low bid of \$454. The matter was referred to the city attorney for an opinion.

Experimenting with New Policy

HARTFORD—The new \$1,000 combined liability and property automobile policy, which was put in force only in those states where the safe driver award plan is accepted, is popular among some of the agents, so the Hartford companies announce. It costs about 28 percent less than the regular \$5,000/\$10,000 policy. It is thought that it will bring under cover many that do not now carry insurance because of the expense.

and Clarence Shaffer, who were killed in the capture. Dalhover admitted the money was part of the loot taken from the bank, which the Maryland Casualty had insured.

POINTERS FOR LOCAL AGENTS

Need for Products Liability Coverage Outlined by Harris

CLEVELAND—C. L. Harris, Ohio manager New Amsterdam Casualty, who has been connected with the insurance business about 25 years including 18 years in the claim department, has prepared a treatise on product liability insurance which he has distributed to his agents in Ohio.

During his long service on claims, Mr. Harris kept briefs of adjudicated cases where the manufacturer or jobber was responsible and these are quoted freely in his treatise. The Ohio office of New Amsterdam, which is the company's leading agency, has experienced a considerable advance in the sale of product liability insurance during the past six months since the treatise was sent out. The average agent, says Mr. Harris, knows little about this line of insurance. Since the picture of the opportunity and need for it has been presented, they have taken a different attitude toward it. Today the New Amsterdam agents in Ohio are pushing it as a recognized line where they formerly sold it as a side line or waited for prospective clients to ask for it.

A few of the main points brought out by Mr Harris are:

Definition and Need

What it is: Products public liability insurance. Indemnification for legal liability of the assured (or the customer of the assured where additional interest is covered) for claims resulting in injury, illness or damage due to the manufacture, distribution, handling, consumption or use of the products insured, including claims predicated upon breach of warranty and unmerchantability of products.

The need for it: There is an increasing tendency of the courts to hold accountable manufacturers, dealers, dispensers and vendors for claims resulting from any violation of their representations or warranties as to the fitness and perfectness of their products for the use for which they are intended.

Under common law, there are three legal theories available for the protection of the consumer. First, the seller can be held liable because he contracted to supply a good article (either on an express warranty or an implied warranty of fitness or merchantability) and broke his contract. Second, the party responsible for the defect or impurity can be held for negligence in permitting or causing its existence. Third, if the consumer can prove that the dealer or vendor had or should have had knowledge of the defect or impurity, the dealer or vendor is responsible.

Implied Warranty

The uniform sales act provides that where the buyer expressly, or by implication, makes known to the seller that he relies upon his skill and judgment, there follows an implied warranty of fitness for that purpose, and where, the purchase from the dealer is by description, there is an implied warranty of fitness for that purpose.

The theory of actual or implied warranty as to merchantability is set forth in *Baxter v. Ford Motor Co.*, 158 Wash. 456, 12 P. (2d) 409 (1932). The court said: "Since the rule of caveat emptor was first formulated, vast changes have taken place in economic structures of the English speaking peo-

ples. Methods of doing business have undergone a great transition. Radio, bill-boards and the products of the printing press have become the means of creating a large part of the demand that causes goods to depart from factories to the ultimate consumer that would be unjust to recognize a rule that would permit manufacturers to create a demand for their products by representing that they possess qualities which they, in fact, do not possess, and then, because there is no privity of contract existing between the consumer and manufacturer, deny that consumer the right to recover if damage results from the absence of those qualities, when such absence is not readily noticeable."

Common Law Broadened

The common law with respect to warranties has been broadened by this and other current decisions, which also provide the basis of restitution from the manufacturer by the dealer where the latter has been held in damages.

In this day of high-powered selling methods and extensive advertising, one need not stretch his imagination very far to appreciate the import of the theory of merchantability predicated upon warranty.

The more common practice in the litigation of products cases is to allege breach of warranty rather than negli-

gence, this for the reason that due to the injured person's lack of knowledge of the negligent conditions causing the accident, negligence is often difficult to prove.

Evidence Not Needed

In many jurisdictions by the rule of tort law that where normally an injury would not occur without negligence and where the means of preventing it or explaining its cause are within the control of the defendant, the plaintiff need not introduce evidence of negligence. Regardless of whether there is a warranty, the injured party can secure damages and it is in cases based on this theory that the manufacturer or distributor can best be reached.

Violation of pure food and drug acts has been held sufficient to permit recovery.

Increasing Claim-Mindedness

There is a constantly increasing claim-mindedness on the part of the general public in connection with injuries or illnesses resulting from products. The legal profession is alert to this situation and is naturally capitalizing on it.

With increasing frequency, it has become the policy of chain stores, department stores, etc. to require manufacturers to furnish them with hold harmless agreements. The writing of this coverage on a contractual liability basis has been found impractical and, in fact, impossible, however, this contingency is covered by extending the products liability insurance policy to cover the customer of the assured as an additional assured by means of the "additional interest" endorsement.

Some Questions and Answers

Question—We have an inquiry for accident insurance covering amateur baseball players. Will you kindly send us a list of companies you may know of, who write this class of coverage?

Answer—So far as we know, the Illinois Mutual Casualty Insurance Company, Jefferson building, Peoria, Ill., Central Assurance Company, Hartman Building, Columbus, O., and Income Guaranty Company, 511 West Colfax, South Bend, Ind., are the three main companies writing the amateur athletic groups.

* * *

Question—In a recent issue of THE NATIONAL UNDERWRITER appears an article with reference to "off premise" steam boiler explosion. The article includes the following paragraph:

"It (referring to off premise boiler explosions) may be obtained through endorsement on the policy of the owner of an adjacent building, or, if the latter is unwilling to grant the concession, through the medium of an independent contract."

We have been informed by one of the larger steam boiler companies that it is impossible to procure such "off premise" protection either by endorsement or through the medium of an independent contract. The quoted suggestion for coverage would, of course, apply to the lessor of a building whose lessee had the care, custody and control of the boiler. However, the article distinctly refers to "an adjacent building."

We would appreciate information as to the name of any carrier who is prepared to furnish this "off premise" protection.

Answer—We are at a loss to understand why you should be informed that

it is impossible to procure steam boiler coverage "off the premises." The manual of the steam boiler and machinery division of the National Bureau of Casualty & Surety Underwriters recites:

"The company's standard direct damage policy provides payment for loss on the property of the assured directly damaged by an accident to an insured object; and also payment for such amounts as the assured shall become obligated to pay by reason of his liability for loss on the property of others directly damaged, including liability for loss of use of such damaged property."

"An additional interest policy may be issued under the following conditions:

"An additional interest is any party having an insurable interest in property exposed to the insured hazard, even though such interest may not constitute one insurable interest, as defined above, with the named assured under the policy. If, in connection with any policy issued by this company to cover one or more objects (herein called the 'primary policy'), a separate policy is desired for an additional interest, such additional interest policy may be issued under the following conditions."

* * *

Question—Is there any form of coverage which would apply to goods sold and not delivered and goods sold on partial deposit and put in the stores in a lay-by department? This would be merchandise for which the assured had paid on the basis of retail selling price and a customer had reserved same by paying a small down deposit, asking it to be laid by. Such a coverage might be recommended either as an endorsement to a contents policy or as a sepa-

SALES IDEAS OF THE WEEK

Put Local Color Into Your Selling Appeals

J. H. Egloff, supervisor of agency field service of the Travelers, endeavors to put a lot of "local color" in selling. He means by that to take advantage of any occurrence in a community which illustrates the need of some special kind of insurance. Frequently there is no "color." That is, nothing happens of an unusual nature which gets people worked up or frightened. He tells about soliciting a paper manufacturer in a town in the Albany, N. Y., district and trying to sell him public liability insurance. This concern had never had a claim of any kind against it and the executive was very irresponsive to any solicitation. Mr. Egloff retorted by saying that his father was an accountant and he often said that he could never balance a ledger until the last item was in. Mr. Egloff declared that while nothing had occurred that was no pledge that it would not occur. However, the official was adamant and refused to be persuaded. About six months later a flume bringing water to the factory from a dam upstream collapsed at a point where it passed under a crowded street. Two men were killed and three other people seriously injured, costing the company \$40,000 to settle the claim. At once Mr. Egloff got the whole Travelers sales organization in that section soliciting public liability insurance. He states that the incident taught him the value of striking while the iron is hot and following through on any insurable occurrence in a territory.

The best time to get people, he says, is when they are talking about some occurrence and making inquiries as to how the loss might have been prevented. When the news is live and there is much talking back and forth, people are concerned with anything that pertains to this particular incident. To sell insurance, Mr. Egloff says, a salesman must make a man realize that it is possible for him to suffer the kind of loss which he is trying to insure him against.

rate policy. We understand that this form of coverage has been used and would like some information on it.

Answer—Regarding goods sold by a store on partial deposit and laid by to be picked up by the customer, we believe the best way to cover this is by including the "market value" clause in the form, applying it only to goods sold but not delivered. In this way, the assured will be reimbursed for the profit lost should these goods be destroyed by fire or other insured hazard. The "market value" clause can be used in most states now.

There is a school of thought which maintains that use and occupancy insurance on the store will take care of these lost earnings. However, on the theory that the sale has been made at the time the deposit is made, and not when the goods are picked up and paid for, we believe the "market value" clause is a cleaner and more satisfactory way to cover this loss.

* * *

Question—I wish that you would send me, if possible, statistics on the fire losses in the United States during the years 1935-1936-1937.

Answer—The fire losses for 1935 were \$259,159,945; for 1936, \$293,357,245 and for 1937, \$284,720,094.

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FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Wind Losses in Illinois

Tornado in Belleville and Hailstorm in Mt. Carmel Produce Numerous Claims; Adjusters Busy

The tornado in St. Clair and Washington counties, Illinois, that caused the most concentrated damage in Belleville did not produce the loss that the first estimates indicated. The Western Adjustment set up a special headquarters in Belleville and several companies sent their own adjusters to the scene, but discovered that the effect of the storm had been exaggerated. The damage was confined largely to West Main street, between 27th and 31st streets. A number of homes were damaged to the extent of \$2,500 or \$3,000, the canning plant of G. S. Suppiger & Co. was wrecked, a grade school was badly damaged and a filling station was wrecked. The storm cut close to the \$1,000,000 Belleville Township High School but did practically no damage to that structure.

Belleville is situated on the bluffs and the theory has been right along that the town would never be visited by a tornado. This twister came from the southwest, dipped into a ravine, shot up and cut a path of about 1,000 feet along five blocks in Belleville.

Auto Comprehensive Losses

There were some losses under automobile comprehensive policies and a number of claims under personal accident contracts. About 10 persons were killed in Belleville and there were some deaths outside the city. The towns of O'Fallon and Glenview were involved.

Loss to the canning factory is estimated at \$35,000. The adjustment is being handled by John D. Wiese & Co. of Chicago. It is insured in Cannery Exchange Subscribers at Warners Inter-Insurance Bureau.

The grade school was insured about 50 percent in the Hartford and the rest in mutual companies.

The claims from Belleville number about 250 and the average loss may amount to about \$500.

A good deal more work was produced for the companies and adjusters by the hail storm that struck Mt. Carmel, Ill., at about the same time. The claims from that town may reach 1,000. They are all small losses and the average may be about \$50.

About two days previously there was a storm at Cairo, Ill., and about 500 losses have been reported from there. These are running about \$25 on the average.

A tornado in Dunklin county, Mo., the other day caused considerable damage. It formed southwest of Kennett and caused the greatest damage at the small town of Caruth, Mo. Practically every dwelling and store in the town was completely destroyed, including two church buildings. The high school and gymnasium buildings were considerably damaged. Much farm property was damaged and some livestock was destroyed. The tornado traveled about 50 miles in the county. A rough estimate is that the loss to insurance amounts to about \$50,000.

Michigan Insurance Women Plan Extensive Organization

LANSING, MICH.—Organization of insurance women's leagues throughout the state following the pattern of the successful Detroit women's organization is under way, according to Waldo O. Hildebrand, field secretary Michigan

Association of Insurance Agents. The groups will work in close cooperation with the Michigan association and local boards and will be composed of women agents and women office employees of member agencies.

The first unit has been formed at Ann Arbor with 20 members. Miss Pauline Bramblett of the Detroit League spoke at the organization meeting there, explaining the activities of the Detroit group. The Ann Arbor Insurance Women's League elected the following officers: President, Miss Rena Schmid, Christian Mack agency; vice-president, Mrs. Martha Hughes, F. A. Sergeant Company; secretary, Miss Mildred G. Bertke.

Mr. Hildebrand will speak at the April meeting of the Ann Arbor organization. Monthly meetings are being planned.

Cleveland Board Banquet

CLEVELAND—The annual banquet of the Cleveland Board will be held April 28. The affair will be informal. Maj. Norman H. Imrie of Columbus, world war officer, editor and humorist, will speak. The entire evening will be recreational. Field men will be invited.

New Farm Rules in Nebraska

The new farm rules that are to be introduced in most of the western states have now been made effective in Nebraska. They were previously introduced in Iowa and Illinois.

New Warner & Co. Setup

Two office brokers who have long been identified with the Warner & Co. agency of Fargo, N. D., have been made vice-presidents. They are Kenneth Fitch, who has been a broker in the office 12 years, and Clarence C. McDonald, who has been with the agency 10 years. R. D. Warner is president, a brother, C. H. Warner, is vice-president, and another brother, W. F. Warner, is secretary. H. G. Saylor is treasurer.

Racine Is to Be Inspected

RACINE, WIS.—At a meeting of the Racine County Association of Underwriters it was announced that the Wisconsin State Fire Prevention Association will inspect Racine, Wis., in May. William B. Calhoun, Milwaukee, National councillor for Wisconsin, and John Seidel, secretary of the Wisconsin Association of Insurance Agents, talked on recent developments in Wisconsin.

Must Use Standard Policy

MADISON, WIS.—Holding that he has no power to change statutory requirements of fire insurance policy forms, Commissioner Mortensen has advised the school board of Oconomowoc that fire insurance must be written in accordance with the standard policy requirements. The school officials had protested that the present policies did not cover contingencies arising in school building and contents insurance.

Sedalia, Mo. B. D. Meet

The Missouri Fire Underwriters Association will sponsor a Business Development meeting at Sedalia, March 30. In charge for agents is L. H. Ruffin, Sedalia, and for field men, F. E. Hoffman, Jr., Concordia Fire, and Claud Sherwin, Agricultural.

"Some Selling Fundamentals" will be discussed by Thomas Kingsley, Jr., Travelers Fire; "Futility of Price Appeal," G. D. Horras, Crum & Forster, Kansas City; "How Vulnerable Are We?" C. C. McGee, National Fire, Kan-

Milwaukee Leader Dies



WALTER T. GREENE

Walter T. Greene, 67, head of the important Milwaukee agency of Greene Brothers & Hansen, who had been in the business for 48 years, died at his home after an illness of about two weeks. The Greene Brothers & Hansen agency was formed 45 years ago. Mr. Greene served as president of the Milwaukee Board and the Wisconsin Association of Insurance Agents in the early 1920's and had been a member of the executive committee of the National Association of Insurance Agents.

sas City: "An Organized Sales Campaign," O. A. Ramseyer, North America.

The farm program is in charge of H. J. Ramsey of the Home. It includes "Capital Stock Fire Insurance," by A. B. Potts, Hartford Fire; "Mutual Insurance," L. W. VanDyke, Marshall agent; "Comparison," T. O. Nuckles, Springfield; "Selling Stock Fire Insurance," T. J. Mead, Slater agent, and W. B. McCulloch, Continental, and "Experience Soliciting," Dan Holke, Higginsville agent, Ross Bothwell, Sedalia agent, and R. B. Petts, Warsaw agent.

Ohio Meet at Portsmouth

L. U. Jeffries, warden of the Ohio department of insurance, and John A. Lloyd, secretary of the Ohio Association of Insurance Agents, Columbus, spoke at a district meeting of the state association in Portsmouth. About 60 agents from southern Ohio attended. Austin McElroy, president of the state association, was unable to be present because of illness. W. C. Hazelbeck, trustee from the Portsmouth district, presided.

Taylor at Canton

J. Burr Taylor, Western Actuarial Bureau, will assist in the inspection of Canton, O., March 28-29. Mr. Taylor will talk to the Fire Department Instructor Training Conference at Grand Rapids, Mich.

Warns on Michigan Cancellations

DETROIT—George Brown, executive secretary of the Michigan Association of Insurance Agents, has issued a warning to Michigan agents to the effect that until such time as the Michigan supreme court rules on the use of Form 3817 for fire policy cancellation by mail the registered plan with return receipt must be used in this state as in the past. Form 3817, the penny receipt form of ordinary mail, was upheld for policy

cancellation purposes by the supreme court of New York recently and as a result some Michigan agents have been using it.

Regulate Air Conditioning

KANSAS CITY, KAN.—The city commissioners have passed an ordinance setting up regulations for installation of air conditioning systems, to reduce danger of fire and especially to prevent the spread of fires through air ducts. The regulations call for use of fireproof ducts and non-toxic refrigerating gases.

Capt. Roy S. Moulton of the fire inspection bureau prepared the ordinance, which does not affect residential installations. The ordinance requires, however, that all other installations, whether for cooling or heating systems, use fireproof materials in ducts, fireproof doors and dampers where ducts open, and safe refrigerants in compressor units.

The commissioners also adopted an ordinance covering construction and operation of filling stations, in which the capacity of gasoline trucks delivering gasoline in the city is limited to 1,200 gallons.

Discontinues Rural Protection

GRAND RAPIDS, MICH.—After many threats Grand Rapids has finally served notice on suburban territory that fire protection service by the city's fire department has been discontinued. A 90-day period of grace had been granted by the city commission with a view to completion of negotiations under which the city would have agreed to continue service to industries and residents of the affected territory.

Cook Talks to Women

MINNEAPOLIS — John A. Cook, manager Maryland Casualty, addressed the Minneapolis Insurance Women's association this week on non-ownership automobile liability and its problems.

Study Hazards in Centralia

Illinois field men have been making a special study of the situation in Centralia due to the fact that some 50 oil wells have recently been put down within the corporate limits of the town. The wells are in the western section of the town in a good residential neighborhood. Some of the wells are within three blocks of the principal business district. An effort is being made to make further drillings cooperatively, so that there would be no more than one well to a block. Field men who have looked over the situation are rather complacent and do not feel that an unusual hazard is presented.

Opens Branch in Quincy, Ill.

Associated Adjustment Bureau, with home office at 619 East Capitol avenue, Springfield, Ill., announces the opening of a branch office in the Blackstone building, Sixth and Vermont streets, Quincy, Ill.

Several trained adjusters formerly connected with the home office have been transferred to Quincy and will maintain day and night service on losses in that territory.

The Quincy office supplements branches already in operation at Decatur, East St. Louis, Joliet and Marion. Associated Adjustment Bureau specializes in downstate Illinois claims of all classes, representing companies only.

Nebraska Mutuals Elect

COLUMBUS, NEB.—O. D. Trombla of Lincoln was elected president of the State Association of Mutual Insurance Companies at the close of its annual meeting here, succeeding J. H. Curtis of Elgin. P. H. Clausen of Leigh was elected vice-president and Edward Lumkahl of Wahoo renamed secretary-treasurer.

urer. The 1939 convention will be held in Lincoln. Dan Hildebrand, president of the United States Livestock Association and vice-president of the Midwest Life of Lincoln, told delegates that the people have no patience with name callers, no matter who they are, in the present squabble between government and business. He said business stood indicted and adjudged guilty without either fair trial or adequate proof.

Reject Kansas City, Kan., Offer

KANSAS CITY, KAN.—The proposal of the city commissioners that the local board here accept 65 percent of the

coverage on the new river-rail terminal elevator, with the other 35 percent going to non-members, has been rejected by local board members. Mayor McCombs has indicated that the offer would be withdrawn, and that the insurance probably will be let largely to agents who are not members of the association. The total coverage is \$1,175,000. The local board prepared the original insurance analysis of the terminal, and felt it was entitled to more than 65 percent of the coverage.

W. G. Howell, 39, Detroit local agent for 16 years, died there. A military funeral was held under direction of the Veterans of Foreign Wars.

IN THE SOUTHERN STATES

Pepperman Pioneer in Work

Well Known Montgomery Local Agent Has Rounded Out 35 Years of Insurance Service in His City

M. D. Pepperman, local agent at Montgomery, Ala., is celebrating his 35 years service in the business. He was a pioneer in casualty insurance in his community. Thirty-five years ago Mr. Pepperman, a young man just starting in insurance, sold the first elevator liability policy in Montgomery. The assured was Virden & Co., a dry goods store, now Solomon Bros. It has been on the books continuously. Thirty-five years ago Mr. Pepperman also sold the first automobile liability policy in Montgomery, the assured being the late Dr. B. J. Baldwin, who renewed the policy for 27 years. Mr. Pepperman did another piece of pioneer work in that he sold an employer's liability policy 35 years ago, covering a planing mill. He states that his agency was the first one in Montgomery to establish a claim department.

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Cash Capital, \$2,000,000.00
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Cash Capital, \$6,000,000.00
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Three Founders Still Active

San Antonio Insurance Exchange Has Developed a Strong Organization for Its Agency Members

There are three agents in San Antonio, Tex., still living who organized the present San Antonio Insurance Exchange. They are C. W. Meyer, the first president; W. L. Stiles, dean of the local fraternity, and F. F. Ludolph, secretary of the exchange. In the latter part of December, 1913, seven or eight agents met at lunch and concluded that a local board of real service should be established. There had been from time to time an organization formed but each one had lasted for a few months or a year or two. Mr. Ludolph was elected secretary at the start and has served in that capacity ever since.

Mr. Stiles was president of the Texas Association of Insurance Agents in 1920 and 1921, and Mr. Ludolph was secretary of the state body at that time. Mr. Stiles is a charter member of the Texas association.

When the San Antonio Insurance Exchange started it had 15 or 16 members out of a possible 30. The local exchange now has almost all agents in the city as members and it is regarded as a very successful body. It has maintained a rigid in or out rule which is strictly enforced. Only full time active solicitors are approved. At the end of the year if a solicitor has not produced a certain amount of business in the way of pre-

miums he is not eligible for renewal of his license. This weeds out many of the unfit. The exchange maintains a good credit record and within a short time after a policy is canceled for non-payment of premium it is pretty well known. Under the rules no agent shall write a policy for that assured unless cash accompanies the application.

Mr. Ludolph opened his local agency in 1909 and has conducted it ever since. He devotes the major part of his time, however, to his duties as secretary of the exchange.

Kentucky Agents' Meeting in Louisville June 15-17

The annual meeting of the Kentucky Association of Insurance Agents is to be held in the Brown Hotel at Louisville, June 15-17. This decision was reached by leaders in the association at a meeting in Louisville. The local agents annual meeting will follow immediately the annual meeting of the Kentucky Fire Underwriters Association. Among those at the meeting at which the decision was reached were President Dwight Peel of Benton; George Massey, Elizabethtown; J. J. Hackworth, Shelbyville; Carl Kagin, Frankfort; M. W. Boedeker, Louisville; C. D. Harris, Jr., Louisville, and P. B. Bethel, secretary.

Fair Treatment of Companies Is Urged by Daniel

SAN ANTONIO, TEX.—At a meeting of the San Antonio Insurance Exchange Commissioner Daniel paid tribute to the constructive work which has been done by the exchange. Insurance companies to continue successfully must be treated fairly, he said. He pointed to the absurdity of the idea that taxes imposed on insurance companies are not and must not cost the insuring public. He hopes to see Texas companies operating in every other state. He warned against legislation which may bring retaliatory action by other states where Texas companies may desire to enter business.

G. A. Meyer, district supervisor bureau of motor carriers, Interstate Commerce Commission, said the motor transportation problem had been thrust upon the commission rather suddenly. He described the efforts and the studies being made to reduce automobile hazards on the highways. The elements in safety are the qualifications of the driver, the mechanical equipment of the automobiles, proper type of lights, and speed. Amber light is the most desirable kind of light. No satisfactory solution of the speed problem has yet been found.

Minor and Bennett Head Florida Convention Speakers

Sounding the keynote of the meeting, "Education," C. D. Minor of New York, director of education of the Royal-Liver-

pool groups, will speak on "Increasing Production Through Education" before the annual convention of the Florida Insurance Agents Association at Hollywood. W. H. Bennett, secretary National Association of Insurance Agents, is down for "Adventures in the Making." He will address himself to several acute problems of the business. Commissioner W. V. Knott will summarize conditions in the business from a departmental angle.

On Friday W. C. Heaton, chairman Florida industrial commission, will make a report on Florida compensation laws

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and conditions. F. S. Dauwalter, director Business Development Office, will discuss "Merchandising Insurance," and Dr. Pierce Harris, pastor of Riverside Methodist Church, Jacksonville, "The Insurance Agent—His Place in the Community."

L. L. Sertel of Miami will give the welcome address, with response by Guy L. Simmons, Jacksonville. Entertainment will be an informal banquet, floor show and dancing Thursday evening. Officers will be elected Friday.

Secretary A. C. Eifler announces that on March 21 the Florida membership had reached 491, and the goal of 500 set by the officers for the Hollywood convention seems to be in sight.

Potter New Orleans Speaker

Wellington Potter of Rochester, N. Y., is addressing the New Orleans Insurance Exchange Friday afternoon on mutual competition. Louisiana Insurance Society members have been invited to attend.

At a dinner meeting Mr. Potter will lead an open forum on merit rating, functions of local boards, mutual activities in automobile clubs and Catholic church insurance programs.

Mr. and Mrs. Potter are flying from Rochester.

New Florida Local Boards

The local board at Clearwater, Fla., has been reorganized with R. L. Rogers president and C. R. Lee, secretary. The Manatee County Board has been formed with Bradenton, Manatee and Palmetto included. O. W. Shelton, Bradenton, is president; Mrs. Bonnie Baker, Palmetto, secretary.

Hurt & Quin New Department

ATLANTA—Hurt & Quin, general agents, have opened a hail and rain department. A. M. Thornton, who has had extensive experience in this line of insurance in the southeastern territory since 1924, has been made manager.

B. D. Meeting in Tupelo, Miss.

An interesting and successful Business Development meeting was held in Tupelo, Miss., with 20 agents representing practically every town in northeast Mississippi and five or six field men present.

The local agents present voted to organize a regional agency association and to meet quarterly. At these meetings when possible they will have some field men present to discuss some particular phase of the business with emphasis on mutual competition.

The Tupelo meeting was in charge of

J. L. White, special agent Hartford Fire, chairman Business Development committee and H. T. Holland, special agent H. W. Gates General Agency, of Jackson, representing the American group.

This is the first Business Development meeting that has been held in Mississippi this year but others will be held shortly.

Report on Florida Business

TALLAHASSEE, FLA.—The insurance department reports the Florida premiums and losses as follows:

U. S. fire and marine companies premiums, 1937, \$10,937,554; 1936, \$10,867,696; losses, 1937, \$3,146,162; 1936, \$2,934,650.

Foreign fire and marine, premiums 1937, \$1,613,610; 1936, \$1,473,261. Losses, 1937, \$377,750; 1936, \$394,763.

Mutual fire companies premiums, 1937, \$746,516; 1936, \$776,945; losses 1937, \$160,786; 1936, \$113,095.

Inter-insurance exchanges, premiums 1937, \$303,698; 1936, \$270,416; losses 1937, \$148,344; 1936, \$106,047.

Forrester on Georgia Trip

H. D. Forrester of New York, assistant manager of the Liverpool & London & Globe, has been visiting Georgia agents in company with State Agent R. C. Reid.

Georgia B. D. O. Meetings

Three B. D. O. meetings were scheduled this week in Georgia, March 22 at Atlanta, March 23 at Augusta and March 24 at Savannah, with Albert R. Menard, assistant director of the B. D. O., and Herman J. Haas, former president of the Georgia Association of Insurance Agents, as the principal speakers at all three meetings.

Oklahoma Convention May 19-20

The annual convention of Oklahoma Insurers is tentatively set for May 19-20 at Oklahoma City. This is subject to change pending replies from national speakers who have been invited to participate in the program.

To Revise Oklahoma Code

The insurance code committee delegated by the Oklahoma state bar to study and if necessary revise the insurance state laws, for submission to the next legislature, has been organized with Roy Savage of Tulsa as chairman. Other members are F. M. Petree, assistant insurance commissioner, Walter Hensen and Leonard Savage of Oklahoma City and Clayton Gardner of Hobart. Appointment of this committee was

Thirty Years



L. R. MARTIN

L. R. Martin, head of the Martin Agency of Pocahontas, Ark., and manager of the Arkansas Association of Insurance Agents, took a page in the "Star Herald" of his city as an advertisement, three columns being a reproduction of articles in the publication of March 1, 1908. It commemorated the close of 30 years of that agency. Mr. Martin started with the office before he had reached the age of 21 and has actively managed the business since the first policy was written. John V. Baltz has been with the agency for 14 years and Miss Helen Dixon for five years. In his advertisement Mr. Martin refers to the various economic and business peaks and valleys through which the agency has traveled. In spite of all hard times, he said, the agency has continued just as usual, rendering the highest service. Shortly after the agency was organized an advertisement was placed on the front page of the "Star Herald" and this same space has been used continuously each week almost for 30 years. Mr. Martin has represented one company continuously for 25 years, one for 24, one for 23, one for 22, one for 20, and another for less time. He is regarded as one of the foremost men in his section.

directed by the legislature at the last session.

Speak to Women's Club

NASHVILLE, TENN.—Lee Loventhal, Loventhal Brothers; Jesse Willis, vice-president National Life & Accident; J. E. Acuff, executive vice-president Life & Casualty, and Miss Nellie J. Roche, secretary Nashville Life Underwriters Association, spoke before the Business & Professional Women's Club of Nashville at a special insurance meeting.

Support Agencies

JACKSONVILLE, FLA.—The Duval county commissioners have petitioned the state road department to insist that Duval county agencies be given contract bonds and all insurance required in the proposed construction of a new bridge across the St. Johns River.

Memphis Meet This Week

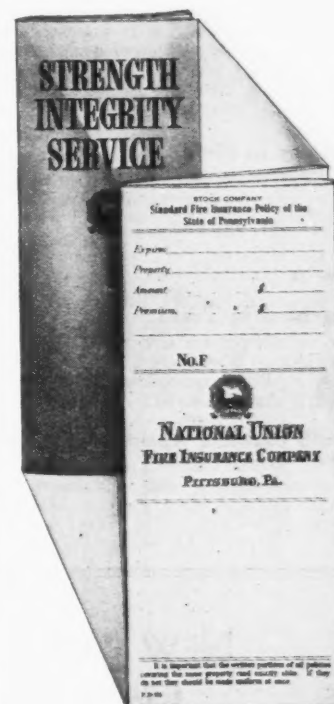
MEMPHIS, TENN.—John D. Saint, manager Tennessee Association of Insurance Agents, is holding a one-day agency gathering here March 24.

Killed in Auto Accident

LOUISVILLE—Alvin I. Cassidy, 36, of Edward J. Miller & Co., Louisville agency, was instantly killed and five other members of an automobile party, injured when a car driven by Mr. Cas-

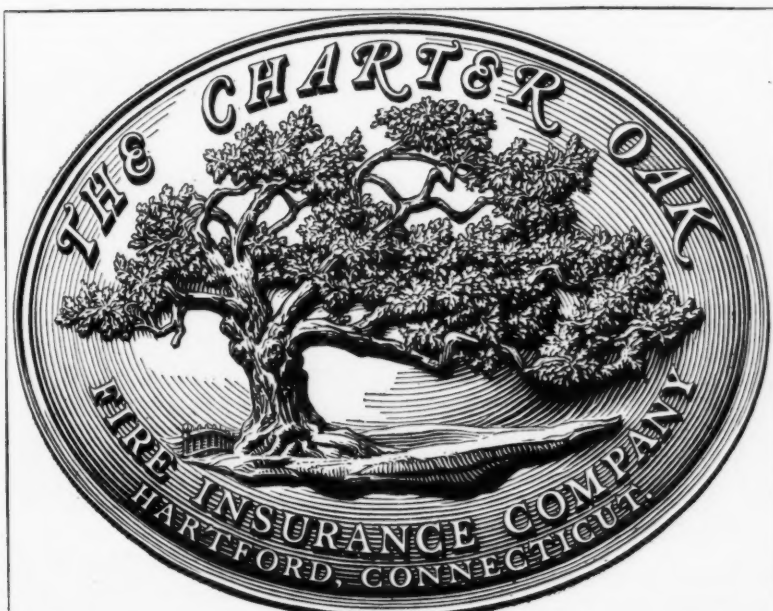


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sidy sideswiped a truck. In December W. G. Meinhardt, manager of the casualty department of the Miller agency, was killed in an auto accident.

Alabama Collects Near Million

In the first two and a half months of 1938 the Alabama department collected \$996,069, compared with \$992,713 for the entire year 1937.

Superintendent Julian said the increase is accounted for mainly by the collection of a large amount of delinquent and wrongfully or erroneously allocated insurance taxes, including taxes on business produced outside the state.

Plans for Georgia Meeting

The Georgia Association of Insurance Agents will hold its annual convention at the Dempsey Hotel in Macon, May 27-28. The agents in that city are now organizing a local board. Andrew A. Cooper of Rome is Georgia president. Sanders Walker of Macon is a member of the executive committee of which P. M. Lancaster of Sylvester is chairman.

Disapprove General's Advertising

OKLAHOMA CITY—The Oklahoma insurance board officially disapproved of the advertising of the General of Seattle, in which it is indicated that a 20 percent annual dividend would be paid contract holders. The board held that this is contrary to the insurance rules and regulations.

Kenney in Field

J. T. Kenney, who has been in the underwriting department of the Quirk & McAllister general agency, San Antonio, Tex., has been appointed special agent for the Houston, Tex., territory, with offices at 431 Kress building.

Maynard in Texas

W. E. Maynard, vice-president of the Providence Washington, was the guest of J. B. Roark, president of the Texas General Agency, at San Antonio, Tex.

South Carolina Agents' Meeting

The South Carolina Association of Insurance Agents will hold its annual convention at Andrew Jackson Hotel in Rock Hill, May 11-12. One session will be devoted to Business Develop-

ment Office program. Dr. W. P. Jacobs, president of Presbyterian College, will speak at the banquet. James H. Woodside of Greenville is South Carolina president.

President Jacobs is also executive secretary of the Cotton Manufacturers Association of South Carolina. The first day will be an executive session for agents. On the second day there will be a joint meeting with field men and this will be devoted largely to Business Development Office subjects. The arrangements committee at Rock Hill consists of R. T. Fewell, W. B. Dunlap and W. L. Jenkins. They will take the guests on a visit to Winthrop College.

Meadows Named President

C. W. Meadows, Jr., was elected president of the San Angelo (Tex.) Insurance Exchange; C. E. Hoyt, vice-president; and Gordon Kenley, secretary-treasurer.

Shreveport Exchange Elects

The Shreveport (La.) Insurance Exchange has elected McIntyre Prescott of H. H. Prescott & Son president and re-elected N. W. McClure, Jr., of N. W. McClure & Sons, secretary.

Newport News Regional Meet

The first of a series of regional meetings planned for this year by the Virginia Association of Insurance Agents was held in Newport News. Several memberships in the state association were obtained, with prospects of additional members being signed up later. Talks were made by J. Davis Ewell, president of the association; Oscar H. West, manager; E. T. DeJarnette, chairman of the legislative committee, W. Owen Wilson, former national president, and B. P. Carter, Richmond general agent. Mr. DeJarnette gave an outline of what was done insurance-wise at the recent legislative session.

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R. L. Thiele, Ass't. Mgr.
M. E. Bulske, Chief Inspector

PACIFIC COAST AND MOUNTAIN

School Insurance Considered

California Conference Addressed by Ellis, Badger, Poor and Hanley—Safety is Stressed

School insurance was discussed at the annual meeting of the Public Schools Business Officials Associations of California in Riverside, Cal.

Reasons why stock fire insurance provides better security to the insurance buyer were presented by Ray L. Ellis, assistant vice-president of the Fireman's Fund group. "The most important advantage of stock insurance is the greater certainty of full loss reimbursement under any and all circumstances," said Mr. Ellis.

"When you buy an insurance policy you have a legal contract between the insured and an insurance company. You can only look to that particular company to pay a loss—not to a system of insurance. Therefore, the intelligent selection of an insurance company depends upon a searching examination of the individual companies that are trying to get your business," said Mr. Ellis.

Secretary Harry F. Badger of the Pacific Board explained the benefits received by the public through organizations such as the National Board, Pacific Board and the Underwriters Laboratories.

"Meeting of Minds"

Herbert Hanley, San Francisco broker, spoke on "What the Insurance Policy Should Contain," saying that what the policy should contain is a "meeting of minds, expressed in writing, of the understanding between the company, which, for a stated premium and for a definite term, agrees with the assured to indemnify the assured for certain risks."

E. L. Poor, managing editor of the "Journal of American Insurance," spoke on "Mutual Insurance," outlining advantages claimed for mutual insurance as well as showing the savings that result from placing of school lines with the mutual companies.

Southern California Flood Losses May Reach \$200,000

LOS ANGELES—As an aftermath of the recent flood in southern California, companies now are beginning to get some idea of the losses they will be called on to pay on lines other than automobile comprehensive claims. The personal property floater now is looming up as being one that will call for more money than at first was anticipated.

Claims are coming in daily. A canvass of the leading adjusting firms handling such losses indicates the total amount the companies may be called on to pay will be about \$200,000. The exact figures will not be known for several months.

Some of the automobile manufacturing firms are taking new cars in dealers' hands, which had not been sold and which were damaged in the flood, back to the factory and rebuilding them, then returning them to the dealers.

Open New Los Angeles Office

Selbach & Deans, general agents, have opened new Los Angeles offices at 117 West Seventh street. B. O. Selbach, senior partner of the firm, was on hand for the opening.

To Distribute Commissions

SAN FRANCISCO—Distribution of \$2,054 in commissions, a part of the total commissions paid on the state-owned automobile insurance in 1934 and 1935 was approved by the members of Insurance Brokers Exchange of San Francisco,

at a special meeting. The money has been held by the Insurance Brokers Association, organized for the purpose of handling public insurance. Because of legal complications over memberships and the fact that all members of the exchange as of July 1, 1934, were entitled to their pro-rata of the commissions, the money was returned to the exchange.

Full-Time Secretary for Portland

PORTLAND, ORE.—The Insurance Exchange of Portland has voted to hire a full-time secretary to organize the exchange and carry on its activities. A number of applications are now being considered.

Board Exempt from Income Tax

SEATTLE—The King County Insurance Association has been declared a non-profit corporation and granted exemption from federal income tax, following long drawn out litigation.

The association disputed an assessment made by the internal revenue bureau of \$1,072 deficit and \$268 for failure to make an income tax return for 1931-33 and for failure to pay the tax. Appeal was taken to the United States board of tax appeals, which has now decided for the association.

Esmond Ewing on Coast

Vice-president Esmond Ewing of the Travelers Fire is visiting coast offices.

Joint Meeting April 18

SAN FRANCISCO—Four San Francisco organizations interested in fire insurance and fire department affairs are holding a joint luncheon meeting April 18 when Lewis H. Byington, president of the San Francisco Public Utilities Commission, will talk on "San Francisco Looks Forward." This type of meeting will take the place of former annual

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gatherings on the anniversary of the San Francisco disaster of 1906. H. E. Manners, National Automobile Club, is general chairman.

Pasadena Stag Party

The Pasadena (Cal.) Association of Insurance Agent is staging its annual stag entertainment Thursday evening. An attendance of 275 agents and their friends, is expected.

E. D. Bayerle is president of the association; Clint Diddy, vice-president, and Helen Thomas, secretary-treasurer. G. R. Paine of the Raymond E. Dorn agency is chairman of the program committee.

Tanner, Scott in Denver

DENVER—R. L. Tanner, vice-president, and Frank R. Scott, secretary of the New York Underwriters, visited Braerton, Simonton, Brown, general agents here, on their way east from a trip to the Pacific Coast.

Electrical Inspectors Meet

DENVER—The Rocky Mountain chapter of the International Association of Electrical Inspectors will meet here March 25-26. The new national electrical code will be discussed. V. C. Moul-

ton, electrical inspector of the Mountain States Inspection Bureau will speak. About 75 members from Wyoming, Colorado and New Mexico are expected to attend. L. A. Barley of the Mountain States Inspection Bureau is chairman.

Fire Association Featured

SAN FRANCISCO—The Fire Association was "guest company" of Insurance Post 404 of the American Legion at a luncheon here. The company's early history, its progress and the part it has played in the development of fire insurance on the Pacific Coast was related. Charles L. Barsotti, Pacific Coast manager, responded.

Start Letter-Writing Course

A course in letter-writing has been announced by the San Francisco Insurance Women's League. It will start April 7 under the direction of Alvin Young. A series of lectures on accident and health insurance is now being conducted by the league under the leadership of A. E. Brandin of the Standard Accident.

Hugh L. A. Reade, account supervisor of Cosgrove & Co., San Francisco, was killed when his automobile stalled on a railroad track near Millbrae.

foreign insurance company which he finds to be insolvent or which, in his judgment, is in danger of becoming insolvent.

Philadelphia Premiums Gained in Last Half of '37

Premiums in Philadelphia for fire patrol purposes in the last half of 1937 amounted to \$3,640,084, as compared with \$3,387,953 for the parallel period the previous year, the increase being 7.4 percent.

Below is given a list of the leaders for the last six months of 1937 together with the corresponding figures for the same period in 1936:

	1937	1936
North America	\$309,015	\$308,594
Franklin Fire	309,015	299,473
Pennsylvania Fire	132,818	134,542
Pearl	118,883	98,213
Fire Association	105,707	88,939
National Liberty	103,968	102,990
Home	98,293	101,585
Aetna Fire	67,518	42,762
Royal	54,680	55,012
Hartford Fire	48,777	38,518
Alliance	48,597	32,702
Continental	46,002	37,604
State of Pa.	44,187	35,681
Firemen's	41,518	8,903
Philadelphia F. & M.	36,320	33,749
Travelers Fire	36,217	36,780
Niagara	35,862	30,094
National	34,621	36,564
Lumbermen's	33,021	22,605
Springfield	32,559	25,855
Pacific Fire	31,853	15,255
Girard F. & M.	31,700	33,637

Discuss Inland Marine

MANCHESTER, N. H.—The Hillsboro county division of the New Hampshire Insurance Women's League met here for a round table discussion of inland marine insurance. Mrs. Ruth Mofat, Hillsboro county director, was in charge.

Company Regulation Bill

NEWARK—Assemblyman Williamson has introduced a measure in the New Jersey legislature concerning the regulation and incorporation of insurance companies and providing for the merger of any stock companies.

Wingett in Pittsburgh

PITTSBURGH—William F. Wingett, Scranton, president of the Pennsylvania Association of Insurance Agents, was in Pittsburgh conferring with officers of the Fire Insurance Agents Association of Pittsburgh.

Countersigning Must be Personal

Superintendent Pink of New York has issued a ruling that countersigning policies is an act of agency and cannot properly be delegated by a power of attorney or otherwise to an unlicensed person. Neither an insurer nor an agent may confer authority upon an employee of an agent to countersign policies unless the employee is an agent of the company which issues the policy.

Miss Simpson Now Secretary

Miss Mary A. Clarke has resigned as secretary of the Oklahoma City Insurance Women's Club, as she is removing to Tulsa. She is succeeded by Miss Edna S. Simpson, C. W. Cameron agency.

Plan Publicity Campaign

BOSTON—Fire and casualty company publicity men conferred with the program and publicity committee of the Insurance Producers & Employees to consider future trends of the advertising and publicity activities of the association. The relative advantages and costs of radio, direct mail, newspaper advertising and sound motion pictures were reviewed. The association was offered wholehearted support by the publicity men in the campaign to enhance the position and importance of the commission paid agent broker.

Among the company men present were C. W. Van Bynum, Travelers; John A. North, Phoenix of Hartford; C. A. Palmer, North America; Arthur D. Grose, Employers Liability; F. Sydney Holt,

Aetna Fire; F. B. Hammond, New York Casualty; Philip Miller, Royal Indemnity; J. Lawton Whitlock, Century Indemnity, and William Brewster, Rhode Island.

Harry E. Moore, Moore & Olive of Boston, vice-president of the Insurance Producers & Employees, and chairman of the program and publicity committee, presided at the conference and other representatives of the association present were C. Conrad Parker of Worcester, chairman of the board of directors; Arthur D. Cronin, chairman of the executive committee, H. C. Read and W. C. Hill, secretary, of Boston.

Honor Roaf in Boston

BOSTON—A testimonial luncheon was given Gordon W. Roaf, who recently became a partner in the Hollis, Perrin & Kirkpatrick agency, by his friends of the Scottish Union and several Boston agencies and special agents. The offices of Boit, Dalton & Church; Wood, Keyes & Co., Meade & Gale; Jordan, Lovett & Co.; Philip Richenberg, and Hollis, Perrin & Kirkpatrick were the hosts, with Senator Arthur W. Hollis presiding. Mr. Roaf was presented a desk set and Mrs. Roaf given flowers.

Wood, Keyes & Co. Named

Wood, Keyes & Co. have been appointed managers of a second Boston agency for the Union Mutual Life of Portland, Me. John H. Taylor will be manager of the life department.

B. D. Meet at Enid

The Business Development movement in Oklahoma gained considerable momentum at a zone meeting at Enid, Okla., according to Chairman T. E. Earp, state agent Fidelity & Guaranty Fire. The 80 agents in attendance displayed enthusiastic interest. J. B. Fears, P. J. Slater, B. T. Overand and T. Ray Phillips, all of Oklahoma City, spoke. Coke Witt was chairman. Ed Fleming, Enid local agent, vice-chairman of the zone, took an active part.

Baltimore Losses Up Sharply

BALTIMORE—According to Chief Warr of the salvage corps this city's fire losses last year amounted to \$1,322,421, an increase of \$378,454 over 1936 and compares with only \$790,817 in 1935, a low for 26 years. Fires increased in number last year also. The burning of several business houses, which gave rise to investigations on suspicion that incendiaries had been at work, ran up the total, with the heaviest losses credited to the gutting of the Anderson & Ireland Company warehouse, two fires at the place of the Baltimore Gas Light Company, and the destruction of much property at Carlin's Park among the chief additions to the total damage.

The loss due to one fire amounted to \$200,000, the damage in three others ran from \$50,000 to \$100,000, four from \$25,000 to \$50,000. The five salvage corps trucks answered 9,722 calls.

Notes from Southern States

W. V. Howland & Co. and Klinesmith, Laudeman & Talbot have organized local agencies in New Orleans and affiliated with the New Orleans Insurance Exchange.

Notice of dissolution has been filed by the Arkansas Insurance Agency, Little Rock. Directors were C. C. Conlee, Conlee Jackson and W. M. Rankin.

Frank E. Wait, associated with J. K. Shepherd in his Little Rock general agency, and Mrs. Wait announce the birth of a daughter.

C. L. Anderson of the Republic Fire of Dallas, Tex., is receiving congratulations upon the arrival of his second grandchild, James H. Melvin, Jr., son of Dr. and Mrs. J. H. Melvin of Oklahoma.

The engagement of Miss Martha L. Lewis to George P. Woodley of the Ernest G. Taylor agency of Chattanooga is announced. The wedding will be late in April.

C. H. Cohen, Augusta, Ga., local agent and former member of the executive committee of the Georgia Association of Insurance Agents, is the father of twin boys.

EASTERN STATES ACTIVITIES

Speaks to Pittsburgh Group

Ralph Bugli, Advertising Manager London Assurance Gives Salesmanship Talk to Insurance School Students

PITTSBURGH—Modern agents must be as scientific in selling insurance as underwriters are in rating individual risks. R. W. Bugli, advertising manager of the London Assurance group warned students attending a special lecture of the Pittsburgh Insurance School here.

"The old days when back-slapping and golf were the only requisites of a supposedly good salesman are gone forever," Mr. Bugli said. "In times like these no one can afford to be haphazard in developing his selling approaches. All salesmen, but especially those handling insurance, have got to set up individual selling plans and then follow them as conscientiously as a scientist has to follow the fundamental principles which govern his work."

Order Takers, Not Salesmen

He said he believed a good part of the responsibility for delayed recovery in the United States was due to the failure of American salesmen. "They were so accustomed to order-taking during boom times that when the depression came and they were forced to stack up against real selling problems, they were unequal to the job and became one of the best organized group of blues singers in the country," he said. He recalled the fact that the "co-called rugged individualists who were given credit for building up the country during the past 100 years" were really "ace salesmen" who were able to sell the nation on the advantages of the transcontinental railroad, the automobile and the radio.

Capitalizes on Nature's Laws

Modern salesmanship capitalizes on the laws of human nature as effectively as underwriters operate with the mathematical law of averages, Bugli said. He cited the seven-year research of Profs. Richard Borden and Alvin Busse who studied and analyzed 15,000 sales interviews before establishing the following as the six fundamental principles of modern selling: (1) Don't do all the talking yourself; (2) don't interrupt your prospect; (3) as soon as the opportunity arises, clearly restate, in your own words, each definite objection or comment voiced by the prospect; (4) in the

first half of a discussion, don't sell—inquire; (5) avoid a belligerent, argumentative attitude, and (6) settle upon one key issue you want to discuss—and don't digress.

Use of Surveys

Students were advised to dramatize their sales interviews by preparing individual visual sales presentations for prospects and clients.

Urging his hearers to acquire the knack of selling through carefully prepared surveys, Mr. Bugli pointed out that "when you work through surveys, you make a good psychological effect on your prospect. Probably ninety per cent of the eligible insurance prospects in this country are sick and tired of having salesmen waste their time on cold canvasses with no definite object behind them. When you show a prospect you're willing to spend some time and effort studying his problems, he's likely to give you a better than average hearing."

Changes in Rhode Island Laws Backed by Cummings

PROVIDENCE, R. I.—Numerous amendments to Rhode Island insurance laws are proposed in bills introduced in the general assembly supported by Insurance Commissioner M. J. Cummings. The principal changes sought are:

Submission of 90 day old claims to an umpire appointed by the insurance commissioner.

Compulsory examination of the financial condition of every insurance company every five years.

Authority for the commissioner to pass upon the financial structure of any proposed insurance company before any act of incorporation by the legislature shall become valid.

Joint box account control of securities held in trust by the general treasurer of Rhode Island for the protection of policyholders. At present the general treasurer has sole custody of such protective funds, endangering delay through legal action.

Liberalization of the law to permit Rhode Island fire and marine companies to write broader coverage, as is proposed in New York.

Provision for investment in industrial bonds under close restrictions.

Provision for the insurance commissioner to suspend the license of any

MOTOR INSURANCE NEWS

Interest in Collision Line

Company Officials Believe That the Reformatory Measures Contemplated Will Be Far More Satisfactory

NEW YORK—Reformation in the adjustment of collision losses is one of the three major changes contemplated by fire company officials for dealing with the phase of the automobile business that has caused severe headaches to companies the past two years, and it is believed that when the new claim handling program, together with other methods virtually agreed upon, is made effective, automobile collision losses will present a different picture from that now exhibited.

The collision phase of automobile insurance has had a remarkable growth in recent years, the result largely of the insistence by large finance companies that purchasers of cars on the time payment plan carry such indemnity in addi-

tion to the regulation fire and theft lines. The rapidity with which collision insurance was written and the failure of underwriters generally to fully appreciate its loss susceptibility has been accountable for the very severe claim experience of virtually all companies, and has compelled an intensive study of the problem. The volume of business secured and a close survey of losses on the line has now been sufficiently broad to afford underwriters a basis on which they feel reformatory remedies tentatively decided upon can be applied.

Cease Writing P. D. Cover

The North America has discontinued writing automobile property damage insurance, due to the fact that the National Automobile Underwriters Association of which it is a member, adopted a rule whereunder member companies must follow the safe driver reward plan insofar as the p. d. feature is concerned. That is, in states in which National Bureau of Casualty & Surety Underwriters

companies are using the safe driver reward plan, the fire companies that are members of the National Automobile Underwriters Association must give a 15 percent return on the property damage portion of the premium to those assured who so drive for a year that they do not cause a property damage claim.

Inasmuch as the affiliated Indemnity of North America is not a member of the National Bureau and has a merit rating plan of its own that differs from the bureau plan, the management of the North America decided it would be inconsistent for the fire company to use the National Bureau arrangement. Hence the decision to retire completely from the field. As a practical matter, it is not important, because the fire companies write only trifling amounts of property damage. Some other fire companies have decided to accept no more property damage business from safe driver reward states, simply to avoid the trouble of complicated bookkeeping and of making small refunds.

Harold Miller to Speak

Harold A. Miller, connected with the rating bureau of the Illinois insurance department, will address the Chicago Automobile Superintendents Club at a luncheon March 28. He is an expert on automobile insurance. When he was assistant western manager of the North America he gave personal attention to the automobile business.

Auto-Owners Agents Meet

LANSING, MICH.—More than 800 Michigan, Indiana and Ohio agents of the Auto-Owners of Lansing attended the annual convention here. F. A. Wall, secretary, announced plans for opening a new claims office in Toledo, O., to serve northern Ohio and southeastern Michigan territory, and for a branch in northern Michigan, probably at Traverse City, to service the upper peninsula and the northern part of the lower peninsula. Mr. Wall said the Columbus, O., office will be continued as at present.

De Celles Issues Ruling

BOSTON—Commissioner De Celles has issued a ruling on the insuring of financed automobiles that is in conformity with the recommendation of the National Association of Insurance Commissioners and is similar to rulings that have recently been issued in a number of other states. The car purchaser must be given a statement of the features of his coverage. The certificate must contain the statement that a copy of the actual policy form may be seen at the office of the Massachusetts department.

There is a provision that the cancellation procedure must be set forth. If the premium is shown in the certificate, in event of cancellation the return premium shall be on that basis. If the premium is not shown in the certificate, return premium shall be based upon the manual rate.

Mutual policy forms must contain the stipulation that the individual car purchaser is entitled to dividends, but that the insurer may pay the dividends to the finance company, as trustee for all parties. The mutual form must also contain a statement that the insurer will not recognize any assignment of dividends if the assignment is made before the dividends have been declared.

Supplement Ohio Order

COLUMBUS, O.—The Ohio department has supplemented its order that insurance companies that place insurance on financed automobiles must show the amounts of the premiums on the policies, certificates, notices, memoranda or other similar documents delivered to any mortgagor, mortgagee or mortgagee's assignee, or any other person whose interests are insured in this connection. Such papers now must be countersigned personally by a resident agent.

R. J. Southerland of the inland marine department of the Great American Fire, visited field men in Texas.

MARINE

Gracey with Atlantic Mutual

Ernest J. Gracey has become New England special agent for Atlantic Mutual of New York. He will handle New England except for southwestern Connecticut and the Boston metropolitan area, making his headquarters in the Boston office. His entire insurance experience has been with Aetna Fire, starting in 1919. He received fire and inland marine training and was transferred to the Boston office as a marine special agent in 1934.

G. W. Brown will continue to service metropolitan Boston, the entire New England field being under the supervision of W. I. Plitt, who takes charge of the territory about April 1.

Three Organizations Reelect

Three marine organizations at their annual meetings reelected their present boards. They are the American Marine Insurance Syndicate, American Marine Insurance Syndicate for Insurance of Builders Risks, and United States Salvage Association. Officers of these associations will be elected at the April meeting.

Big Lake Boat Loss

The City of Buffalo, the passenger vessel owned by the Cleveland & Buffalo Transit Company, that was burned to the waterline at her dock in Cleveland, was an old and well known boat on the Great Lakes. It was constructed in 1897 and lengthened in 1904. It was a vessel of 2,940 gross tons. The insurance was handled by Marsh & McLennan. The management is quoted as estimating the loss at \$500,000.

The total insurance on the City of Buffalo was \$400,000, divided between 11 American and 25 British companies. The loss is total and will exceed the coverage. Replacement cost would be \$1,000,000. Marsh & McLennan are both broker and adjuster.

Conference in Atlantic City

The marine managers and some of the assistant managers of the Automobile and Standard Fire of Hartford will be in Atlantic City from Monday to Friday of next week for their annual conference with head office executives. Vice-president E. J. Perrin, Jr., will be in charge. The offices in San Francisco, Los Angeles, Chicago, Boston, Philadelphia, New York and Atlanta will be represented.

Cecill in Boston Field

John B. Cecill has just been appointed special agent in the Boston territory for inland marine and special lines by the Phoenix of Hartford group. He has held company posts for several years in and around Boston.

North British Atlanta Office

ATLANTA—The North British & Mercantile group has opened a marine and special lines department under the direction of Donald E. Moodie, with offices in the Haas-Howell building.

S. R. Clausen to New York

Stanley R. Clausen has been transferred from Chicago to the New York head office of the Northern of London to become assistant superintendent of the inland marine department. He succeeds Roger Wheelwright, who has taken a position with another company. Mr. Clausen has been located in Chicago for the Northern about six months, serving as inland marine special agent in several middle western states. Formerly he was with the America Fore inland marine department in Chicago and before that was connected with the Great American.

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OMAHA'S WELCOME TO THE WORLD

Handling Claims in Inland Marine Line Requires Care

(CONTINUED FROM PAGE 5)

Slipshod, easy-going practices of some truckers are a source of many claim problems.

Mr. Elliott gave some examples of unusual claims that have arisen, such as truck cargoes damaged by collapse of bridges; seeds wet in transit, where a year may be required to tell what percentage will not germinate; bulbs shipped from Holland.

Customers' or bailees policies frequently involve many individual claims. Mr. Elliott said the adjuster must require from each customer a signed claim showing cost of each individual item, place and date of purchase, and amount claimed. Then comes the most controversial item, depreciation.

Contribution Factor

A release or receipt from each customer should support the assured's claim. Although the policy permits adjustment with assured or with individual customers, in actual practice it is much more satisfactory to deal primarily with the assured, Mr. Elliott said. He warned that there is no fixed rule of apportionment or contribution in case of fire loss. A conflict may arise between the inland marine bailee's form and a straight fire policy carrying an in trust or on commission clause.

Mr. Elliott warned there is no coverage under the personal effects form in the assured's domicile.

In the case of a fine arts claim, Mr. Elliott said, the valued nature of the policy eliminates discussion of amount of loss if the damage is total. Partial losses are treated like any other claim. The all coverage extent of this policy, he said, gives rise to interesting claims, such as \$25 cost to repair a scratch on a \$60,000 violin.

Jewelers' Block Form

Mr. Elliott warned of the elaborate application and many limitations in a jewelers' block policy and the cautious procedure required of an adjuster. In instalment sales claims, book records of the vendor or finance company must be carefully examined, and the adjuster must determine whether the vendee or purchaser carries insurance protecting his own interest, in order to prevent duplication of payment.

H. L. Wayne, New York, secretary Inland Marine Underwriters Association, is to give the final lecture in the course this week, his subject being, "The Inland Marine Underwriters Association."

Agents' Mid-Year Meeting Expected to Draw a Crowd

(CONTINUED FROM PAGE 3)

in legislative and other committee work, and association leadership.

The get-together dinner will be held at the Arlington Hotel Tuesday night, with C. F. Liscomb, Duluth, Minn., president, presiding. The Arkansas general committee, of which J. R. Donham, Little Rock, is chairman, will provide entertainment features.

The first regular convention session will open Wednesday morning, May 4, with Mr. Liscomb in the chair. Past President W. B. Calhoun, Milwaukee, will lead the singing of "America," after which Mr. Liscomb will present the administration report, a joint report of Messrs. Liscomb and Menn and Walter H. Bennett, general counsel.

Subjects for discussion at the morning and afternoon sessions Wednesday are extended coverage contract, new farm schedule and development of contract bond business. Former President

K. H. Bair, Greensburg, Pa., is expected to talk on bonds required by the government in connection with federal projects. He is in close touch with the Washington situation. Mr. Boyce's report on constitutional revision will be delivered in the afternoon session.

Price Competition Topic

The Thursday morning session will open with the moving picture of the Underwriters Laboratories, followed by discussion on the question whether agents are more vulnerable to price competition if they do not identify, with their customers, the companies represented.

Other subjects scheduled are agency advertising, taxes and agency costs, and collaboration with credit men's associations, the latter subject to be handled by former President W. O. Wilson, Richmond, Va., who has been working with the National Board of Fire Underwriters in contacting credit men.

The Thursday session is expected to be adjourned soon after noon, when the golf tournament will be held. Tentative program for the meeting soon will be announced.

Sit-Down Strikes Are Now Covered In Riot Policies

(CONTINUED FROM PAGE 3)

direct loss and damage by objects falling therefrom. The word 'vehicles' as used in this endorsement means vehicles running on land or tracks. This company shall not be liable, however, for loss or damage by any vehicle owned or operated by the insured or by any tenant of the above described premises or by any agent, employee, or member of the household of either; nor shall this company be liable for any loss or damage to vehicles, fences, driveways, sidewalks, or lawns; nor for any loss or damage to any property outside of building walls."

Calls Agents to Roll Up Sleeves and Go to Work

(CONTINUED FROM PAGE 5)

"Are you representing only those companies which believe in and recommend the American agent; fire companies, for instance, who are signatories to the conference agreement? And you company people, are you advocating the agency method of producing and conducting the business of stock insurance, or are you possibly detouring that agent in the direct writing of business?"


Need United Front

"The united front of companies and agents must be maintained. If we are correct in saying that our companies are dependent upon the agents for the production of their business, likewise we must admit that the agents are dependent upon the companies for the merchandise which they are to sell."

"Some of you perhaps will immediately ask regarding the recent dissension and unpleasantness in the casualty field, and I refer to the automobile business. You will say that the National Association has been accused of destroying such good relationship as we have enjoyed with our casualty companies. Never let it be said that the past, or present, administration of the National Association of Insurance Agents have intentionally injured that relationship of good will. We seek conferences and a better understanding with company executives and bureau representatives in the casualty field."

"We believe that the business of capital stock casualty insurance has been helped in the past by conferences held between producers and companies. If the recent controversy has given the im-

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pression of a breach with organized companies, let me assure you that that is not our desire and would be a cause for regret. We have not questioned the sincerity of purpose of the casualty company executives in their desire further to improve the business and serve the public interests. As a national organization, we shall continue to confer and cooperate with them.

"I, therefore, direct to you the suggestion and request that we all advance this third cause by serious and sober consideration of each relationship that we have one with the other. I would like to be considered as an exponent of better company-agency relations.

"We must consider public relations. Let us start on the premise that the complexities of our business cause the public to depend upon all of us in the business to be informed of those things not understandable to the public in general. Each of us must be an educator and a messenger of good will.

Cites Tax Situation

"The insurance business in Minnesota in 1936 paid in taxes, licenses and fees \$1,919,340, and the expense of the Minnesota insurance department in supervising that business was \$52,362. Therefore, 2.73 percent of the income was spent for service to the policyholders, and the remainder of 97.27 percent for other state purposes. Country-wide the percentage average for the expense of supervision was only slightly higher, 5.05 percent. It is estimated that 90 percent of the huge sums collected throughout the country come from the premium tax alone. What are we doing to awaken the public to this out-of-balance situation?

"I believe I speak correctly when I say that capital stock insurance and its component parts seek capable supervision of insurance, and if that burden of taxation must be carried by the industry, then a greater percentage should be used in the welfare of the buyer of insurance. We can assist in this work by informing the public, and more particularly by developing proper relationships with that part of the public who are our legislative representatives."

Notes Two Campaigns

Mr. Liscomb noted the new public relations program of the fire companies through the National Board. He said that organization has done a commendable job. The Association of Casualty & Surety Executives now also is undertaking aggressively to develop better public relations. This work, Mr. Liscomb said, has unlimited possibilities. All departments of the stock insurance business must get to work on the job of carrying the story of capable stock insurance to the public.

Mrs. Florence J. Shearer, mother-in-law of H. G. Casper, U. S. manager of the Eagle Star, died Sunday. Mr. Casper accompanied the body to Waupaca, Wis., for the funeral on Thursday.

Most Complete of Reference Books Ready in Few Days

(CONTINUED FROM PAGE 19)

stock multiple line companies for 1937 is given in two ways, first by admitted assets and then by net premiums written.

Every agent needs an Argus Casualty Chart in order to answer questions of his customers about various companies, big and little. Some will wish to present an Argus Casualty Chart to their more important customers. The price is \$1 per copy, or \$1.50 to include both a fire and a casualty chart. Five copies are \$3, 12 copies \$6, and 25 copies \$10. There is space on the corner for an agency stamp or sticker. Orders should be sent to 420 East Fourth street, Cincinnati, O.

Set Up Machinery for Conference as to Lay Adjusters

(CONTINUED FROM PAGE 19)

"Even with regard to the skills and tasks which have traditionally been entrusted to the lawyer one cannot wisely take as a base-line that as, of course, his monopoly must or can continue," he writes. "The putting of a case, the negotiation of a settlement, the conduct of a trial of fact, representation before a tribunal or an administrator, to say nothing of debt collection or the handling of a trust fund—such 'lawyer's' jobs I have found again and again done in workmanlike fashion by laymen, wholly unlearned in the law, who simply had specialized in the particular job in question. Again and again I have seen each of them poorly done by lawyers. And many 'lawyer's' jobs, such as the conduct of a case before a labor mediator, I have seen counsel almost regularly handle less skilfully than his principal, on either side.

Lawyers Not Popular

"Such facts, of course, settle nothing. They do give to think: If laymen can do certain jobs as well as lawyers, or better, can they be kept out at all, or permanently, by legislation? Lawyers are not too popular as things stand, though they do have so heavy a representation in the legislatures. It is well to remember that man has seen not only legislation for lawyers' monopoly, but also legislation throwing lawyers out even of handling litigation before various specialized tribunals. If laymen can do some jobs better or more cheaply and rapidly than lawyers, and they are specialized jobs, with articulate interests behind them, can a lawyer's monopoly—by law—stand up? Again, if there are some jobs, some central jobs, for which lawyers can with some safety be regarded as better equipped than any but exceptional laymen, and there are others

where law-skills and lay-skills overlap, is a monopoly of more than the central jobs a wise one, a useful one, or one possible to be maintained? Yet again, if there be specialized jobs which require testing and certification for public protection, but in which law-skill is not essential, is the public better served by lawyer's monopoly, or by allowing C.P.A.'s along with lawyers to counsel on tax matters, or approved technical experts, along with lawyers, to deal with patent matters? There are two base-lines in such matters; the public will be served; though the lawyer must be, as well."

Two Different Complaints

In the current agitation on the part of the bar, Mr. Llewellyn states there are two different complaints. One is the danger to the bar's needed service being rendered and the other danger to the bar's needed living being earned.

Mr. Llewellyn undertakes to analyze the "encroachments." He states that old lines of business are drifting or being sucked into non-bar hands, probably because they are being done more adequately or more cheaply or both by outside agencies, and because the outside agencies are making their serviceability known.

Then there is much business that has never reached lawyers at all, much business that has only in the last decade come into existence. Much of this has been discovered and has been elicited from the public by the outside agencies.

In the third place, he states, those who have "encroached" upon the bar are specialists that have worked out machinery for handling a semi-mass production of legal transactions or legal services in a very limited field. They have cheapened this into the region of petty business which most individual lawyers "would shun as non-rent-paying."

Bar Has Been Human

In the fourth place, he said, the bar has been very human. Economically squeezed, it has turned attention to income rather than to service. "It is of the nature of any privileged class or group on whom a monopoly has been conferred by government to see the prerogatives of the monopoly quite as clearly as they see the duties whose performance is the reason for the monopoly's existence," he states.

Mr. Llewellyn states that the only way to deal with unauthorized practice is to modernize lawyers' practice until lawyers can compete on moderately even terms. That calls for imagination, energy and a "burning sense of need to use brains and imagination."

"Real progress toward cure," he concludes, "lies in group action to reorganize the getting of business and the doing of it in keeping with the age, in standardizing, spreading, and lowering the price of service. Once service is sure, the bar can out-publicize any lay competitor—wherever its service can itself compete; but let service fail, and the flank attack that opens can cripple and kill."

ACTION IN WEST VIRGINIA

Insurance interests are not seriously disturbed by the action brought in circuit court of Mercer county, W. Va., to halt the activities of lay adjusters. The action was brought in the name of Arthur F. Kingdon, an attorney of Bluefield. The report is that a meeting of lawyers located in Bluefield was held and a vote was taken to determine whether such an action should be brought. The vote was 16 for litigation and 14 against. The suit names some collection agencies, justices of the peace together with the Fire Companies Adjustment Bureau, Employers Liability and John C. Wyckoff Company, independent adjuster. The brief is drawn in very general terms.

EXECUTIVE SECRETARY IN MISSOURI

Insurance people are interested in the appointment of E. W. Jones of Sedalia, Mo., as permanent counsel of the bar

committees of Missouri. This is a salaried, full-time job. He will open permanent quarters in Columbia. This is believed to be the first such organization in the country to retain permanent counsel and establish a central office. The bar committees, under the chairmanship of Boyle Clark of Columbia, have been extremely active in seeking to prevent insurance companies from handling any phase of their adjustment work except through lawyers.

Tax Rates in Illinois Are Substantially Boosted

(CONTINUED FROM PAGE 20)

due (exclusive of assessments) to another company.

Premiums for jitney cabs, zoned cabs, routed cabs and rented cabs shall be the taxicab premiums plus 25 percent.

Individually owned, owner driven, single shift, non-cruising, specially licensed cabs in Chicago only, monthly premiums, \$12. This special rate is for 64 owners representing a restricted and limited class of operators whose licenses to so operate will expire with their demise.

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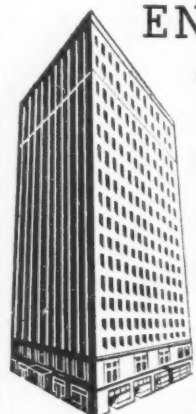
Special rates may be established for individual fleets or associations based upon exceptional management, supervision of drivers and adoption of effective accident prevention measures, upon submission of full details to the interested insurance company, but such specific rates shall be filed with the insurance department.

Public liability insurance may be written in deductible amounts of \$25, \$50, \$100 and \$1,000 per claim at rates which are respectively 20 percent, 25, 30 and 60 less than the published rates for full coverage.

If a policy or bond covering public liability is written on a deductible basis, a deductible agreement must be signed by the assured and a deposit placed with the company for each car insured which is equal to twice the amount of the deductible. When the deductible deposit reaches \$1,000 the additional deposit for each additional taxicab shall be once the amount of the deductible. This deposit will be held by the company in a special trust fund and credited to the assured's account in accordance with the terms of the deductible agreement.

This deposit must be maintained by the assured at all times and if it is necessary for the company to make any payment out of this deposit, then the assured shall immediately reimburse the company for such payment so that the amount of deductible deposit that is required herein shall at all times be maintained. The deductible shall apply separately to each individual claim but in no event shall the total liability of the assured under any deductible agreement exceed the amount of his deposit.

Deductible property damage insurance may be written for the same amounts of deductible at 1/3 of the public liability rate discounted.



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HARRY B. HENDERSON, JR.

SUITE 400 HYNDS BLDG.
CHEYENNE, WYO.
Representing many major insurance com-
panies all over Wyoming. Equipped for ad-
justments and investigations.

Companies Doubtful on Radio Advertising Value

(CONTINUED FROM PAGE 20)

ing insurance continuity, very often they come from people who, for one reason or another, are uninsurable or declined by other companies. The insurance company advertising over the radio is in a paradoxical situation, in that it is out to sell, yet will not actually sell to every prospect.

Seven Companies on Air

John Paley, president of Columbia Broadcasting System, speaking some months ago before the Life Insurance Advertising Association, stated that, although 38 life companies have used the air for regular programs, only seven remain. The program of morning calisthenics sponsored for several years by the Metropolitan Life was considered perhaps the most successful.

It seems, however, local agents' programs meet with success in some instances, although 15-minute musical programs have not been very successful. The real value appears to be in 50-word or one-minute spot announcements. The variation in results seems to lie in the fact people will buy because of the agent who approaches them rather than the company he represents. The practice of keeping one's name before the public is of the greatest value. Company programs, of course, do expedite the sales of agents, but results are not nearly so apparent as in other fields.

J. D. Wildhack has been named head of the newly formed insurance department of the E. K. McKinney Company, Indianapolis.

INSURANCE STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, at close of business March 21, 1938

	Par	Div.	Bid	Asked
Aetna Cas.	10	3.00*	84	87
Aetna Fire	10	1.60	41	43
Aetna Life	10	1.10*	22½	24
Agricultural	25	3.25*	67	69
Amer. Alliance ..	10	1.20*	19	21
Amer. Equitable. 5	1.80*	24½	26	
American (N. J.)	2.50	.60*	10½	11½
Amer. Surety ...	25	2.50	40	42
Automobile	10	1.20*	26½	28
Balt. Amer.	25	5.00*	77	79½
Bankers & Ship..	1.00	21.00	555	575
Boston	5	1.00	18	19
Camden Fire	10	1.30	20	22
Carolina	10	1.20	15½	17
City of N. Y.	5	1.20	23½	24½
Contl. Cas.	2.50	1.80*	27	28
Contl. N. Y.	10	1.00	21	23
Cum & For. com.	10	1.60	40	42
Employers Re.	10	1.40	37	39
Fed. (N. J.)	20	2.00	89	91
Fidelity & Dep. .	2.50	1.80*	27	28
Fidelity-Phen. .	10	2.50*	50	52
Fire Assn.	5	.30	7	8
Firemen's (N. J.)	5	1.40*	21½	23
Franklin	5	2.00	30	32
Gen. Reinsur. .	10	1.40*	18	20
Gibraltar F&M..	5	1.60	37	38
Glens Falls	5	.85*	13	14
Globe & Repub. .	5	1.20*	23	24
Gr. Am. Fire	1	.20	8	10
Gr. Amer. Ind. .	10	1.00*	21	22½
Halfax Fire	10	1.60	28	29½
Hartford Fire ..	10	2.00	66	68
Hartd. Steam Boil.	10	1.60	48	50
Home Ins. (N. Y.)	5	1.60*	24½	25½
Homestead	10	1.00	13½	15
Ins. Co. of N. A.	10	2.50*	55	57
Kan. City F&M..	10	.60	15½	17½
Knickerbocker ..	5	.80	11	12
Lincoln F. (new)	5	...	3½	2¾
Mass. Bond.	12.50	3.50	40	42
Mer. & Mfrs.	5	.60	8	9
Mer. Assur. com.	5.00	1.70*	42	44
Natl. Cas.	10	1.00	18	20
Natl. Fire	10	2.00	52	54
Natl. Liberty ..	2	.40*	6¼	7
Natl. Union	20	5.00*	110	115
New Am. Cas. .	2	.60	9	10
New Brunswick F.	10	1.70*	25	27
New Hampshire. 10	1.80	40	42½	
New Jersey	20	2.50	35	37
Northern (N. Y.)	12.50	5.00*	81	83
North River	2.50	1.20*	24	25½
N. W. Natl. Fire.	25	5.00	113	117
Pacific Fire	25	6.00	98	102
Paul Revere Fire	10	1.30	18½	20
Phoenix, Conn. .	10	2.50*	70	72
Preferred Accl. .	5	1.00*	14½	15½
Prov. Wash.	10	1.48*	23	31
Republic, Tex. .	10	1.20	23½	25
St. Paul F. & M.	25	7.50*	183	195
Security	10	1.40	29	31
Sprgld F. & M. .	25	4.75*	108	112
Travelers	100	16.00	395	405
U. S. Fire	4	2.50*	47	49
U. S. F. & G. .	2	...	12	13
Westchester Fire	2.50	1.60*	29	31

*Includes extra. **Canadian funds.

N. Y. Ex-Fieldmen to Meet

NEW YORK—The New York Ex-Fieldmen's Society will hold its annual dinner March 31 at Block Hall, 23 South William street, New York City. Clarence A. Rich is chairman of the committee in charge. Reservations may be made through Herman Kraemer, committee secretary, 80 Maiden Lane.

Name Dreher, Crane

R. C. Dreher, advertising manager Boston and Old Colony, has been appointed program committee chairman for the mid-year meeting of the Insurance Advertising Conference, to be held in May. Mr. Dreher is vice-president of the conference. C. E. Crane, advertising manager National Life of Vermont, will be chairman of the life group meeting and Harold Taylor, advertising manager American of Newark, will conduct the fire and casualty session.

Secures Indiana Charter

The Western Adjustment, Chicago, has incorporated in Indiana in order to comply with state laws relating to its operations.

Watson Joins Aetna Fire

HARTFORD, CONN.—R. H. Watson, who has for several years been with Johnson & Higgins in New York, has joined the home office marine department of the Aetna Fire.

Kyle on Texas Trip

Gordon Kyle, secretary Aetna Fire, is making a trip through Texas, accompanied by C. J. Wykoff, state agent.

Financial and Operating Reports On All Companies

In
Handy, Inexpensive Form

ARGUS CHARTS

for 1938

("ARGUS" sales have doubled within three years)

"National Underwriter Publications"

Only Charts
Showing
"Assets Analyzed"
With Percentages to Total

First...

Agents, brokers, company executives—in fact everyone connected with insurance, including assureds and prospects, is keenly interested in insurance company figures. They "want to know." They don't assume—they investigate. To operate intelligently, to speak convincingly and with authority, insurance men must have the latest available data of this kind.

- 1st** —in features of special interest
—in scope of information shown
—in number of companies covered
—and in simplicity of arrangement!

MEET THIS NEED ECONOMICALLY, through wide distribution of Argus Charts
with Your Advertisement on the outside covers!

ARGUS

FIRE and CASUALTY-SURETY

CHARTS

Other Exclusive Features

Only Argus Charts provide Classified Aggregates (Totals) for all classes of companies; Company Changes since 1928; Group Affiliations by direct statement; Triple Cross-referencing (in the Fire chart) between (1) Groups (2) Where Companies are Licensed (3) Underwriters' Agencies. Complete data on "Departments" with Managing Officer and Address is also shown.

"Surplus to Policyholders" and "Total Liabilities" for stock companies are shown as separate items only in the Argus Fire Chart. "Reserves for Liability and Compensation" are separated from "Net Unpaid Claims" only in the Argus Casualty Surety Chart. Also in the Casualty Chart, Classification of premiums written for leading Mutual companies (as well as for all Stock companies) is shown.

A large special section on Accident and Health Companies is included in the Argus Casualty Chart and at no extra cost.

From no other source, can you obtain so much of this useful information at so low a cost!

•
are the
most
comprehensive

•
show
"Assets
Analyzed"

•
have a
simple
arrangement

Not only do the Argus Charts include many more companies (about 500 more than other charts) but they also provide additional data concerning several hundred companies which are less thoroughly treated in other charts. In addition they contain numerous special features, data, "hard-to-get-elsewhere", which is often just what is most needed.

ALL THE MAJOR ASSET ITEMS of each company's statement (real estate and mortgages, bonds, stocks, cash and deposits, agents' balances, "all other" and total admitted assets) are shown WITH PERCENTAGES to the total—an extremely valuable special eight-page table, never before available so early in the year.

The ARGUS Fire Chart has ONLY ONE classification for Stock Companies. ALL STOCK COMPANIES ARE SHOWN IN ONE ALPHABETICAL ORDER. In another chart there are SEVEN different possible places where users might have to look before finding a stock fire company. Likewise there are fewer sections in the ARGUS CASUALTY CHART.

And Argus Charts Are Published Early — ORDER YOURS NOW!

PRICES } Fire or Casualty or
Some of Each

Single Copy	\$ 1.00	50 Charts	\$ 18.00
One of Each	1.50	100 Charts	32.50*
5 Charts	3.00	200 Charts	60.00*
12 Charts	6.00	500 Charts	110.00*
25 Charts	10.00	1000 Charts	190.00*

Less in Larger Quantities

*Includes free advertisement on back cover. Ads on smaller quantities at slight additional charges.

Rush copies of the 1938 Argus Charts

Send.....Fire Charts and.....Casualty Charts.
(Attach Check on Single Copy and "One of Each" Orders.)

Name.....Title.....

Company or
Agency.....

Address.....

City.....State.....

Mail to

The National Underwriter Co., 420 E. 4th St., Cincinnati.

Specify ARGUS Charts!

**Extra Information
But No Extra Cost!**

Ignorance is not Bliss

When people sacrifice 50% of their security in fire insurance for a promised saving of about 20% in premium cost.

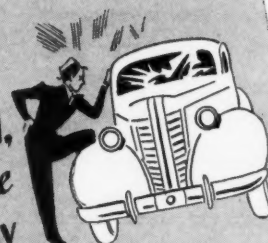
When agents lose business because the public does not know the difference between stock company insurance and other forms of insurance.

When people buy misfit insurance because they failed to consult a local stock company agent or broker.

★ The accompanying advertisement—in the March 28th issue of Time, the weekly news magazine—is one of a series appearing this year telling vital facts about fire and casualty insurance.

DO YOU KNOW..

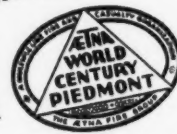
The new low cost way to insure your car against storms, flood, glass breakage and virtually all other risks?



Ask the Local Agent or Broker of Any Capitalized (STOCK) Fire Insurance Company

He knows your local conditions. He can take care of changed needs virtually at a moment's notice. He is on hand to give you helpful advice 365 days of the year.

Remember, too, that insurance with capitalized (stock) companies is never assessable. Their paid-in capital and surplus gives you an extra margin of protection.



THE AETNA

FIRE GROUP HARTFORD CONNECTICUT